

THE WORLD'S FIRST AIR CARGO MAGAZINE—NOW IN ITS 16th YEAR

AIR TRANSPORTATION

MAY • 1958

The Air Magazine For The Modern Shipper Vol. 32 No. 5

IN THIS ISSUE . . .

Cargo Service—
Person to Person

Getting it Through
Intact

Jet Freight Planning
on the Ground

PRIME TARGETS FOR WORLD SHIPPERS

AEI'S *Golden Rocket* DESTINATIONS—
more than 155 throughout the world!



The Golden Rocket network has more than doubled in size and scope since it was instituted in 1956. Domestic and International shippers realize the savings in time and money that this expedited air cargo service offers them and are relying on it more and more every day.

Write today for your copy of AEI's rate comparison chart.



AIR EXPRESS INTERNATIONAL CORP.

90 Broad St., New York 4, N.Y. • BOWling Green 9-0200

OVER 400 WORLD-WIDE OFFICES AND AGENCY LOCATIONS

The world's first Air Express International Network — not affiliated with any other air express company.

NOW

DAILY

COURIER CARGO
SERVICE, U. S. TO
JAPAN



NOW SEVEN FLIGHTS WEEKLY With JAL you can count on your cargo arriving in Japan the day after it leaves the U.S.!

NEW DC-7C SPEED New JAL DC-7C Super Couriers—the fastest planes across the Pacific—cut flight time by nearly ½! You now get quick deliveries in less than 24 hours from the West Coast.

Ultra-modern radar finds a clear-weather route for Courier Cargo... assures only minimum delays from weather... promises the most consistent "on time" arrivals.

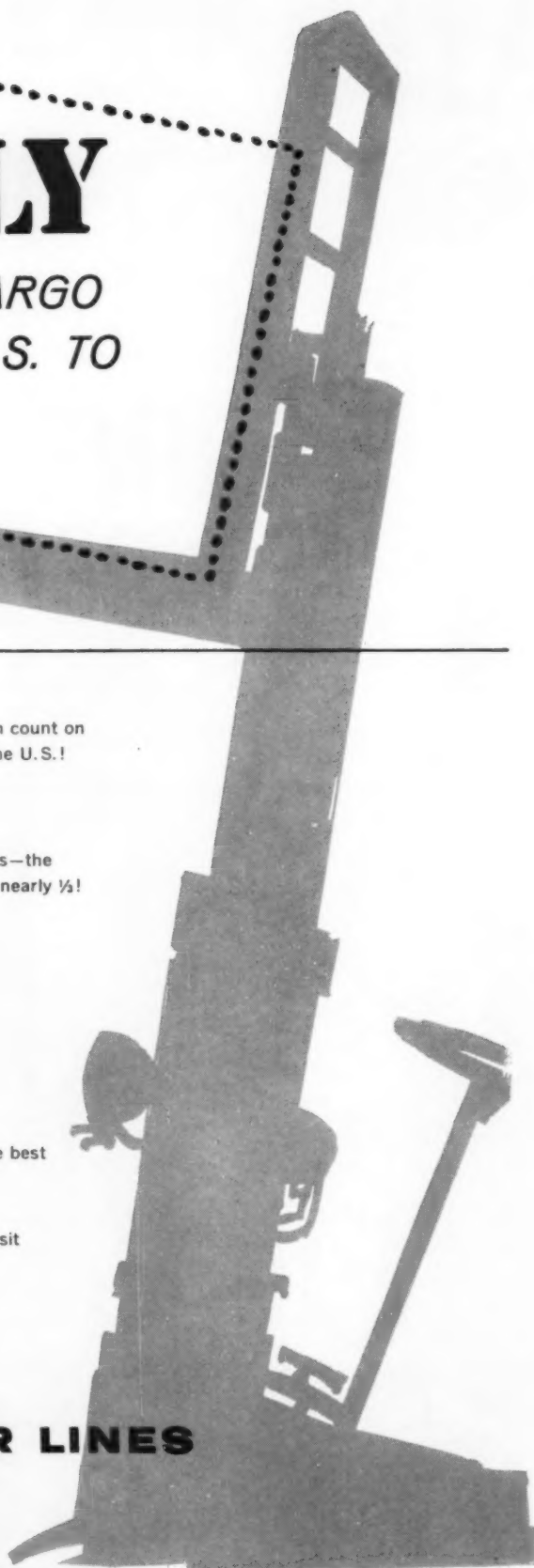
BE SURE—SHIP JAL You know your cargo gets the best of care and personalized expediting when you ship via JAL's famous Courier Cargo.

Space can be reserved in advance. Complete in-transit information is available so that you know where your cargo is at all times.

SHIP **JAL** COURIER CARGO TO
ALL THE ORIENT
call your cargo agent or
JAPAN AIR LINES

New York: JU 6-7400 Washington, D.C.: ME 8-2315
Chicago: AN 3-1384 Los Angeles: TU 7113
San Francisco: YU 2-6677 Seattle: SE 8175
Honolulu: 5-0955

Offices throughout Japan and all the Orient



RECESSION? NOT HERE*



***March 1958—biggest month in KLM Air Cargo history**

There must be a reason why export-import houses choose one
air cargo service above all others in transatlantic shipping.

KLM daily flights? Naturally!

KLM care in handling? Definitely!

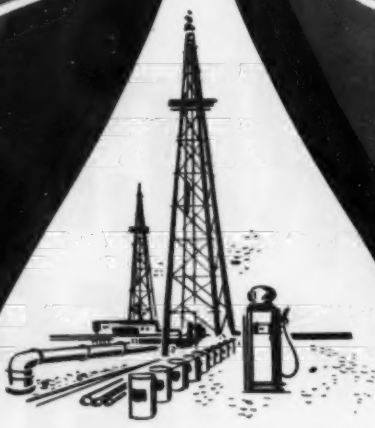
Money-saving...money-making speed in delivery?

KLM...CONCLUSIVELY!

KLM Royal Dutch Airlines, 430 Park Avenue, New York 22, N. Y.



CHEMICO



A few of the many major
corporations shipping worldwide . . .
via Swissair Cargo

SWISSAIR
takes a load
off your mind!

Swissair's proven service . . . DAILY CARGO
FLIGHTS, INCLUDING AIR FREIGHTER SERVICE
TO ALL EUROPE AND THE MIDDLE EAST . . .
takes more loads off your mind more often . . .
makes them more quickly available to your cus-
tomers overseas.

Air cargo rates are all the same. It's the service
. . . Swissair service . . . that's different. In the

hands of our cargo experts your products are
personally serviced, dispatched, delivered, with
the same skill, the same sense of responsibility
that you put into their manufacture.

Whatever you ship, wherever you ship it . . .
REST ASSURED it will get there faster and safer
via Swissair Cargo.

CONSULT YOUR FREIGHT FORWARDER

SPECIFY WITH CARE...INSIST ON



SWISSAIR

10 WEST 49TH STREET • NEW YORK 20, N. Y. • PLAZA 7-4433

AND OFFICES IN PRINCIPAL CITIES THROUGHOUT THE U. S. A. AND CANADA

AIR TRANSPORTATION

The World's First Air Cargo Magazine
Established October, 1942



Member of Business Publications Audit
of Circulation, Inc.

AIR TRANSPORTATION, published once each month, thoroughly covers the entire air cargo industry for the benefit of all those engaged in shipping and handling domestic and international air freight, air express, and air parcel post, as well as using the domestic and international air mail services. Included in AIR TRANSPORTATION'S wide coverage are: air shipping, cargoplane development, rates, packaging, materials handling, documentation, air cargo terminal development, insurance, routing, interline procedures, new equipment, commercial airlines, military air transport service, air freight forwarders, and business flights.

Subscription rate for United States and Territories, \$5.00 for one year, \$8.00 for two years, and \$11.00 for three years; foreign countries, \$6.00 for one year, \$10.00 for two years, and \$14.00 for three years. Individual copies (except November), 50 cents each; November issue, \$1.00 per copy.

John F. Budd
Editor and Publisher

Editorial Advertising
Richard Malkin William E. Budd
Executive Editor Asst't to the Publisher

K. H. Lyons, Business Manager

Frank W. Budd, Circulation Manager

Viola Castang, Special Service Department

Keith H. Evans & Associates
West Coast Advertising Representative
3723 Wilshire Blvd., Los Angeles 5, Calif.
Phone: DUmkirk 8-2981

J. B. Tratsart, Ltd.
United Kingdom Sales Representative
799, Harrow Road
Sudbury, Wembley
Middlesex, England

AIR TRANSPORTATION is published by Import Publications, Inc., Ten Bridge Street, New York 4, N. Y.; also publishers of *Custom House Guide*, *American Import & Export Bulletin*, and *Air Shippers' Manual*. Reprinting of any article or portion of an article appearing in this magazine without written permission, is strictly forbidden. AIR TRANSPORTATION is available on microfilm. For information contact publications office.

EXECUTIVE OFFICES
10 BRIDGE ST., NEW YORK 4, N. Y.
Phone: WHIttchall 4-2896
Cable: CUSTOGUIDE

LONDON EDITORIAL OFFICE
c/o FREIGHT NEWS
16 West Central St.,
LONDON W. C. 1, ENGLAND
Phone: Temple Bar 9551

Copyright, 1958, Import Publications, Inc.

Acceptance under Section 3444 P.L. and R.
authorized.

Vol. 32, No. 5

May, 1958

CONTENTS

FEATURE ARTICLES

Cargo Service—From Person to Person	16
By Randall T. Holden	
Getting It Through Intact	20
By Roy McLeavey	
Jet Freight Planning on the Ground	21
By Anton J. Roper	

DEPARTMENTS

Air Commerce	6
Airports	29
Books	33
CAB	30
Club News	32
Come'n' Get It	34
Commercial Aircraft	29
Congratulations	31
Facts & Figures	32
Forwarders	30
From the Readers	14
Interline	29
Military Aircraft	29
New Offices	29
Services	28
15 Years Ago in Air Transportation	14

ADVERTISERS

Aaxico Airlines	27	Northwest Orient Airlines	8-9
Aerobilt Bodies, Inc.	20-21	H. G. Ollendorff, Inc.	28
Air Express International... 1st Cover		Pan American Grace Airways...	22
Air-Sea Forwarders, Inc.	28	Pan American World Airways...	7
Airborne Freight Corp.	26	Parker & Co.	24
Alitalia	9	Pitney-Bowes, Inc.	3rd Cover
Barnett International Forwarders, Inc.	28	Qantas Empire Airways, Ltd. ...	10
Peter A. Bernacki, Inc.	28	RANSA Airlines	25
British Overseas Airways Corp...	10	Riddle Airlines	15
Collins Engineering Corp.	33	Sabena Belgian World Airways..	23
Flying Cargo, Inc.	28	Seaboard & Western Airlines...	8
Japan Air Lines	2nd Cover	J. D. Smith, Inter-Ocean, Inc....	28
KLM Royal Dutch Airlines	3	Swissair	4
Lanica Airlines	29	Trans World Airlines	13
V. T. Mancusi	28	Western Union	4th Cover

Mixed-Consignment Rule Turned Down by Carriers

A mail vote by the IATA-member transatlantic airlines has rejected the new mixed-consignment rule. Such a rule was slated to become effective April 15 (*AT*; April, 1958; Page 6).

In spite of frequent statements by the various international airlines indicating their interest in establishing a rule for shipments of mixed cargo, its rejection spelled a basic disagreement on its form which became known to the air-shipping industry even before the results of the mail vote were made public. The rule was designed to stimulate greater volume by

As this issue went to press, the air shipping industry was alive with rumors of a brand new mixed-consignment rule which already was in circulation for a mail vote by IATA transatlantic carriers.

the international air freight forwarders. Had it been approved, it would have applied to mixed shipments weighing 100 kilos or more, wholly composed of commodities eligible for specific commodity rates, and charged at 40% less than the normal general cargo rate for shipments under 45 kilos. It was the compromise proposal of two European carriers.

Earlier a proposal made by Seaboard & Western Airlines was rejected by IATA. This would have applied the over-45-kilo specific commodity rate to each commodity within the consignment, even if less than 45 kilos by itself. The rule would have applied to mixed shipments weighing 45 kilos, half the weight of the compromise proposal.

In discussions with key airline figures, *Air Transportation* learned that while the differences which brought death to the latest proposal still exist, there is an expressed desire by nearly all parties concerned to see an "equitable mixed-consignment rule" brought into being at the earliest possible date. The forwarders appear to have taken the thumbs-down vote rather calmly, indicating that it had not come as a surprise to them.

Eagle Airways Bows May 1

Starting May 1, Eagle Airways will offer scheduled service between New York and Bermuda. A Montreal-Bermuda operation is expected to be opened later this year. Al Wagstaff, formerly with Colonial Airlines and the Bermuda Trade Development Board, has been named traffic and sales manager.

American Airlines Buys 200 Freight Containers

American Airlines has invested approximately \$65,000 in 200 aluminum cargo containers which the transcontinental air carrier expects will be an important factor in reducing ground time. The containers are manufactured by Aerobilt Bodies, Inc., a subsidiary of Grumman Aircraft.

Dubbed the Paul Bunyan Box, it represents an important step toward the containerization of air shipments which industry figures have been predicting for a long time.

S. C. Dunlap, vice president-cargo, told *Air Transportation* that the containers will be utilized by the airline to load its own



Highman



Dunlap

traffic, and by large direct shippers and air freight forwarders for the grouping of quantities of small shipments.

"We do not plan to charge them for the use of these containers," Dunlap said, "because we will be helping these shippers and forwarders to help us. As we see it, the containers are part of the airplane itself."

(Concluded on Page 12)



Containerization starts at American.

Appeals Court Hears Airlines, Forwarders

The direct and indirect air carriers are awaiting final decision of the United States Court of Appeals for the District of Columbia following argument by both sides on rate and compensation agreements between airlines and forwarders. Hearing argument on April 2 were Judges Henry Edgerton, Barrett Prettyman, and Walter Bastian.

The Civil Aeronautics Board, represented by Morris Chertkov, and American Airlines, represented by Peter Craig, were ranged on one side. On the other were the Air Freight Forwarders Association, Airborne Freight Corporation, Shulman, Inc., and a number of other forwarders. Louis P. Haffer appeared for AFFA and Airborne, and John A. Kendrick for Shulman.

A final decision by the Civil Aeronautics Board found rate and compensation agreements between direct and indirect air carriers not permissible under the Civil Aeronautics Act, reversing its decision of August 30, 1955, favorable to such agreements (*April, 1957, AT, Page 6*). See Page 30 in this issue.

3 1049Hs to Double KLM's Transatlantic Cargo Lift

KLM Royal Dutch Airlines, which currently operates DC-6A and DC-4 airfreighters on its all-cargo operations across the North Atlantic, will introduce three Lockheed 1049Hs into this service in the fall. The all-cargo service supplements one of the busiest passenger-cargo operations on this run—28 flights per week in each direction at peak.

According to Alvin E. Levenson, United States cargo manager, the big Lockheed cargo planes will bring the Dutch airline's monthly freight capacity to nearly one million pounds a



Levenson

(Concluded on Page 25)

UAL Names Cargo Big 10

Once again in 1957 machinery and machine parts led in weight all the commodities hauled by United Air Lines. Cut flowers, a third-ranking commodity in 1956, took over second place ahead of electrical equipment and parts. Other top commodities were wearing apparel, printed matter, automobile parts and accessories, aircraft parts and accessories, film, advertising matter, and hardware.



Plane facts about fancy treatment

**Your goods go "first class" when
they go via Pan Am Clipper* Cargo**

The world's most modern air fleet—that's another bonus you get with the new Pan Am Profit Lift.

Up-to-the-minute equipment includes pressurized and temperature-controlled planes for even the most "delicate" cargo.

The world's most modern air fleet is just one of the five big "extras" you get with the new Pan Am Profit Lift.

Together, they add up to the most comprehensive service ever offered by ANY overseas cargo carrier.

FASTEST DELIVERY TO ALL THE WORLD. No other airline can match Pan Am's number of *direct* flights to and from the 6 continents. Result: no unnecessary transshipments, no time-wasting layovers.

WORLD'S FASTEST, SUREST RESERVATIONS. Space can be confirmed in 4 seconds flat, thanks to "PAT"—

electronic Pan Am Teleregister. But, reserved or unreserved, *all* Clipper Cargo is *expedited* cargo.

WORLD'S MOST EXPERIENCED AIR CARGO CARRIER. Pan Am handles 71% more overseas cargo than any other airline. Experienced personnel *keep track* of your shipment every step of the way.

"DOORSTEP" SERVICE FROM ANYWHERE IN THE U.S. If your town has a highway, railroad or airport, you can ship overseas by Pan Am. Just call PAA, your cargo agent, forwarder or local airline.

You enjoy service like this *only* when you ship via Pan Am Clipper Cargo, yet you pay the *minimum* prescribed rates.

Let Pan Am give *your* shipments "first-class" treatment. For more information, contact Pan Am (in New York, STillwell 6-7341), your cargo agent or forwarder.

PAN AM CLIPPER CARGO

*Trade Mark, Reg. U. S. Pat. Off.

FASTEST DELIVERY TO ALL THE WORLD



MAY 1958—PAGE 7



IN—OUT AGAIN—IN HOURS, Orient cargo gets unusually fast handling at Northwest's Seattle Gateway. Here, NWA's Seattle Cargo Supervisor John Chellin (right) helps Seattle Customs Inspector A. K. Neville clear a shipment from Tokyo.

From Tokyo to New York...Overnight!

*On NWA'S Orient cargo service,
speed is an everyday matter*

It's true. Cargo on Northwest can actually leave Tokyo *Monday night* and arrive in New York *Tuesday noon*. Remember, you pick up 13 hours in crossing the International Date Line. That's *one* reason.

More important, only Northwest gives you one-airline service across the Pacific and to major U. S. cities coast-to-coast. Cargo reaching or leaving the U. S. doesn't have to be transferred to a second airline. It leaves Northwest's Seattle Gateway *in hours*. What's more, that's *daily* service, too.

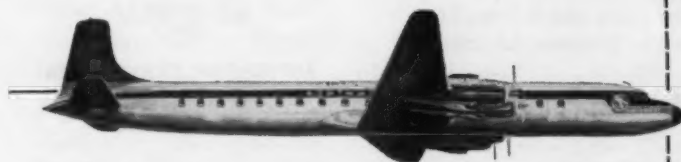
And, of course, only Northwest flies the shortest, fastest route to the Orient. This Great Circle Shortcut brings the Orient 1,902 miles nearer. And today, some of the world's fastest long-distance freight service is yours to the Orient.

So if you're shipping to or from the Orient . . . or wherever you're shipping . . . ship Northwest Orient Airlines Air Cargo.

The only airline that flies across the U.S.A. and across the Pacific to the Orient

NORTHWEST *Orient* AIRLINES

ONE PHONE CALL • ONE AIRWAY BILL • ONE RESPONSIBILITY



DIRECTOR OF FREIGHT SALES
NORTHWEST ORIENT AIRLINES, INC.
1885 University Ave., St. Paul 1, Minn.

We are interested in the use of your freight services
and request information on shipping to the following:

☐ Domestic ☐ Alaska/Hawaii ☐ Orient

Name

Firm

Address

City Zone State

American Shippers, Inc. Introduces Its ParcelAir

A unique type of economical air-shipping service, which combines a pre-paid stamp plan with drastically reduced paper work, has been placed in operation by American Shippers, Inc., prominent air freight forwarding firm.

Gerow F. Miles, vice president-sales, told a press conference in New York that the new operation, which the company has dubbed ParcelAir, will be a "secondary service." In some cases, he said, shipments can be made overnight, and in other instances up to three-day delivery. It was emphasized that ParcelAir is in addition to its conventional air freight forwarding operation.



Miles

Underlying the ParcelAir idea is the use of specially designed stamps with which the shipper prepaies the door-to-door cost of the shipment after determining from a chart what it should be. This chart, departing from the Post Office method of listing zone rates, provides state-to-state as well as intrastate rates. A single shipper's manifest will accommodate up to a score of separate shipments, Miles said, doing away with many time-consuming, expensive ground operations.

Combining air freight with truck and parcel post delivery, the company will accept packages up to 40 pounds each. Each shipment receives automatic insurance up

BXP: Brussels Exposition

Don't be puzzled by the new airport designating letters BXP. Something new has been added by the International Air Transportation—in honor of the Brussels World's Fair. Not to be confused with Brussels' Melsbroek Airport (BRU), the new designating letters are for the Bruxelles World Exposition 1958 Heliport.

to \$50. Thereafter insurance up to \$1,500 per unit can be purchased by affixing stamps at the rate of 15¢ per \$100 coverage.

Illustrating the economy of ParcelAir, Miles indicated the following comparative rates on a 20-pound shipment, New York to Los Angeles, insured for \$50:

Air express	\$17.08
Air freight	19.70
Air parcel post	16.20
ParcelAir	6.65
Rail express	5.42
Ordinary parcel post.....	3.95

For the next few months, American Shippers' personnel will concentrate on a nationwide effort to sell books of ParcelAir stamps. These books sell at \$100 each, plus \$3 transportation tax. Miles stated that he anticipated stamp sales of \$500,000 in the first three months.

Perishables will not be handled by the new service. It is expected that out of New York the biggest single user will be the advertising industry. At the present time advertising materials run a close second to wearing apparel in westbound movement by American Shippers. Eastbound, aircraft parts, including electronic units, rank first.

Miles said that company plans include the eventual establishment of an international ParcelAir operation.

AFFA Nominates Officers; Seitel Not to Run Again

Members of the Air Freight Forwarders Association will elect officers and directors for the new 1958-59 term at an election meeting at the Wings Club, New York, on April 29.

Robert Seitel, current president of AFFA, who was nominated at the last session to succeed himself, has "after much consideration and deliberation" declined to run again. It is known that Seitel personally favors one-year terms for the top office. Seitel is president of Allied Air Freight, Inc.

Two other men were nominated for the presidency J. A. Sattelle (Acme Air Cargo, Inc.) and Morton Brautman (Pan-Mari-time Cargo Service, Inc.). Sattelle, however, has indicated that he, too, is disinclined to run for the top office, but would accept a directorship if voted one. Although the field appears to be clear for Brautman, AFFA rules permit election-day nominations from the floor.

Nominated for the secretaryship now held by Brautman were Edward J. Raphael (Flete International Corp.), H. G. Ollendorff (H. G. Ollendorff, Inc.), and Walter Schaaf (Hensel, Bruckman & Lorbacher, Inc.).

Charles Fields (ABC Air Freight Co., Inc.) was nominated to succeed himself as treasurer. Other nominees for this office are Henry Diggelman (Intra-Mar Shipping Corp.) and Irving W. Goodson (Flying Cargo, Inc.).

Four of six named on the following slate of directors will be elected: Sattelle, Charles L. Gallo (Air Express International Corp.),

(Concluded on Page 33)

ALL-CARGO FLIGHTS EACH DAY, EACH WAY

TO EUROPE... CONNECTING NEAR EAST, FAR EAST

Daily AIRTRADER Super Constellation flights... greatest all-cargo capacity, fastest schedules, most dependable deliveries. For rates and information, write or call your Freight Forwarder or Seaboard & Western Airlines, 80 Broad St., New York 4, N. Y.—Whitehall 3-1500; Idlewild International Airport, Bldg. 82, New York, N. Y.—OLympia 6-5880; 1001 Connecticut Ave., N. W., Washington 6, D. C.—REpublic 7-1430



**AIRTRADER SERVICE VIA
SUPER CONSTELLATION
FREIGHTERS**

SEABOARD & WESTERN THE ALL-CARGO AIRLINE



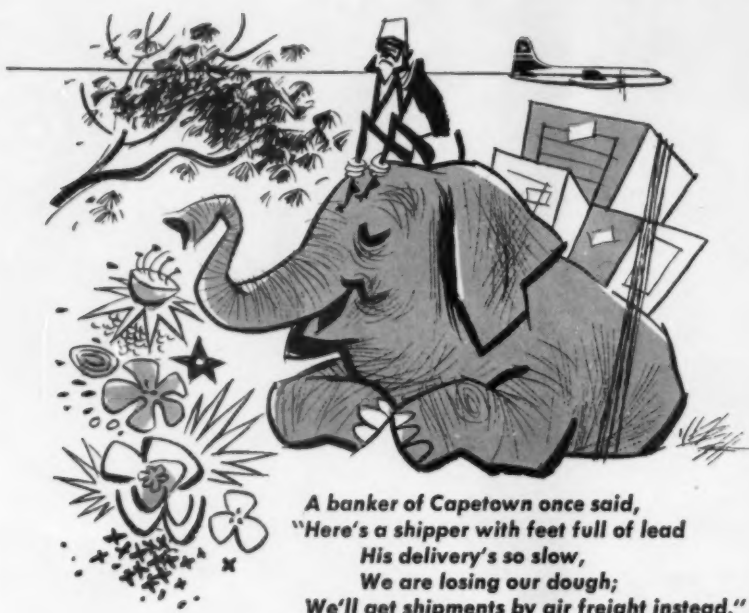
All cargo is precious to Alitalia

Small tot or large crate—we lavish the same care on both! Alitalia employs a large staff of cargo experts who can draw on 30 years of freight-handling experience in Europe, Africa, South America and the Middle East. Daily DC-7C flights to Paris, Milan, Rome—9 flights a week from June 25th. Exclusive weekly *non-stop* flights to Milan. Thousands of pounds capacity per flight—and no off-loading!*



ALITALIA

Call your cargo agent or the nearest Alitalia office: **NEW YORK** 15 East 51st St., MUrray Hill 8-3700 or • **IDLEWILD AIRPORT** OL 6-5666
BOSTON Hotel Statler, 16 Providence St., HANcock 6-2373 • **CHICAGO** 2 East Monroe St., FRanklin 2-4040 • **CLEVELAND** Bulkley Building,
 1501 Euclid Ave., CHerry 1-2776 • **MONTREAL** Sheraton-Mount Royal Hotel, PLateau 7549 • **PHILADELPHIA** 214 South 16th St., KINGale 6-2592
 *barring circumstances beyond our control.

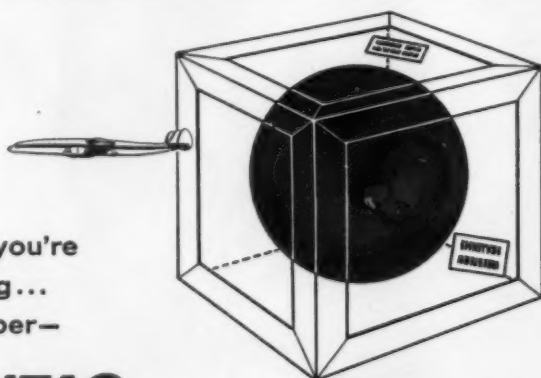


DAILY SERVICE TO SOUTH AFRICA.
 Inland shippers can consign freight to any BOAC gateway city and it will be picked up, documented and shipped. Save time, clerical work, headaches and worry. Contact your Cargo Agent or nearest BOAC office. No cargo problem is too tough for BOAC to handle!

B·O·A·C

General Sales Agents for Qantas
 Australia's Overseas Airline

BRITISH OVERSEAS AIRWAYS CORPORATION, New York, Chicago, Detroit, Philadelphia, Washington, Boston, Dallas, Miami, San Francisco, Los Angeles, Montreal, Toronto, Vancouver, Winnipeg



When you're
 shipping...
 remember—

QANTAS

makes all the difference in the world

Qantas, the airline that flies coast to coast across the United States, and completely around the earth, via Australia, offers you a time-saving, money-saving, worry-saving cargo service. Flights east and west from San Francisco and New York to 5 continents, 26 countries. For rate information and schedules, contact Qantas, San Francisco, Los Angeles, New York, Honolulu, Vancouver, B. C., or BOAC offices anywhere.



AUSTRALIA'S ROUND-THE-WORLD AIRLINE
 in association with BOAC and TEAL

El Al Campaigns For Air Exports to Europe

With its *Britannia* equipment making the transatlantic run to London in 8½ hours, and the airline serving most of the key West European cities, El Al's United States cargo department is rolling up its sleeves for a bigger slice of Europe-bound air shipments.



Kamner

Jacob Kamner, cargo manager in this country for the Israeli air carrier, pointed out that it is operating to more than a dozen points in Western Europe. Three *Britannias* are flown in North Atlantic service, with a fourth one expected shortly to join El Al's fleet. *Constellation* equipment is used in the services between Israel and Europe. The airline also flies to Prague, Warsaw, Bucharest, and Budapest. Kamner said that the present four round trips a week across the ocean will build to a daily service by June.

BWIA Opens Cargo Run In Eastern Caribbean

British West Indies Airways, associate airline of BOAC, established air freight service in the Eastern Caribbean this month. DC-3 equipment is used on a two-week basis.

According to John Rahr, general manager of the Trinidad air carrier, major cargo points, beside the home base, include Barbados, St. Lucia, Antigua, St. Kitts, and San Juan. He said that Grenada and Martinique are flag stops. BWIA connects at Miami, San Juan, and Bermuda.

PAUL BUNYAN BOXES

(Continued from Page 6)

Contrary to dimensions published in the daily press, the true exterior measure of each container is 84" long x 42" wide x 63" high. Interior dimensions are 82¼" long by 39¾" wide x 59" high. Tare weight is 203 pounds.

Engineering data indicate that the Bunyan Box has "withstood static tests with a 3,750-pound overload, plus 1,500 pounds on top, without injury to the container."

Mounted on eight roller bearing coaster wheels the container—fully weatherproof—has a full-length, hinged door which can be locked and sealed. Among the positive advantages listed are:

- ▶ Faster freight handling.
- ▶ Greater protection against loss and damage.
- ▶ Reduction of packaging costs on numerous commodities.
- ▶ Time- and labor-costs saved.

American said that its order to Aerobilt Bodies is sufficient to serve all of the cities served by airfreighters. David A. Highman, American's director of freight sales, stated that American's 10 DC-6A airfreighters currently serve 21 cities coast to coast, all of which will be equipped with Bunyan Boxes. The airline hauls freight on all its 200-plus aircraft, operating to more than 60 cities.

ALONG THE WAY... OF **TWA**

OVERNIGHTTM FASHION-LIFTTM TO EUROPE...



KEEPS U.S. STYLES FLYING HIGH!

FAST, TWA OVERNIGHT
AIR FREIGHT DELIVERY
TO EUROPE ENABLES
SAKS FIFTH AVENUE
TO SERVE OVERSEAS
CUSTOMERS... INCREASES
SALES AND MARKETING
RANGE FOR THIS FAMOUS
NEW YORK STORE.
AND **TWA AIR FREIGHT**
IS THE WAY THESE POPULAR
HIGH-FASHION ITEMS
ARRIVE ON TIME!



SERVING WORLD-WIDE MARKETS...

SHIP **TWA** AIR FREIGHT!

FOR FAST, ON-SCHEDULE
DELIVERY OF YOUR SHIPMENTS
THROUGHOUT THE U.S., BOOK
THEM ON **TWA JETSTREAM*** AND
SUPER CONSTELLATION FLIGHTS!

NOW TWA SERVES BANGKOK AND MANILA!
SHIPPING TO THE ORIENT?
SEND YOUR CONSIGNMENTS ON **FAST**
TWA SUPER-G CONSTELLATIONS!

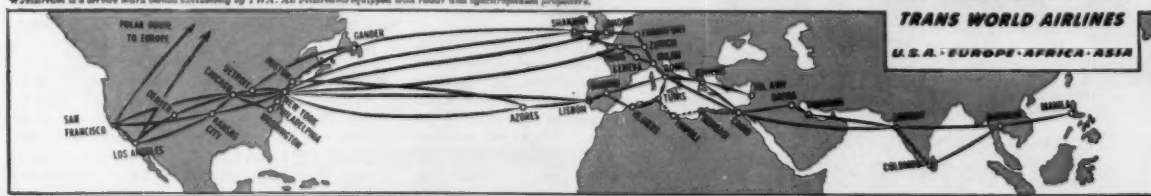
Call YOUR NEAREST TWA OFFICE
TODAY, OR WRITE: **TWA AIR FREIGHT,**
380 MADISON AVENUE, NEW YORK 17, N.Y.



*All TWA Flights carry Air Mail,
Air Freight and - IN THE UNITED STATES - Air Express*

TWA

TRANS WORLD AIRLINES
U.S.A. • EUROPE • AFRICA • ASIA





SAS SERVES MORE CITIES IN EUROPE

than any other
transatlantic airline

AMSTERDAM • HAMBURG
COPENHAGEN • GENEVA
ALL EUROPE • NEAR EAST
ASIA • AFRICA

Daily departures.
DC-7C speed.
100% cargo control.

Call your agent or SAS



638 Fifth Avenue, New York 20, N.Y.

Phone: **Olympia 7-8000**

From The Readers

If the opinion of people in attendance at the Air Freight Forwarders Association's anniversary dinner was as favorable as the opinions regarding your article in *Air Transportation*, which covered the affair, I could be assured the dinner was an immense success.

Speaking not only for myself, as a forwarder, and as a member of the association, but for all the members and all the forwarders, I want to sincerely thank you for the comprehensive and all-inclusive coverage which you so ably gave the dinner.

With press relations like yours, we sincerely hope to be able to present bigger and better "get-togethers" in the ensuing years.

Robert Seitel
President
Air Freight Forwarders Association
New York, New York

... The article, *Industrial Freight in a New Era*, in your February issue was very good indeed. There is some important thinking in it. . . . Charles L. Gallo's article on the forwarder and jet aircraft makes several interesting points. . . . *Air Transportation* is getting better all the time.

S. A. Brownstein
Newark, New Jersey

... I find your magazine a very good one, very informative.

Jerry M. Donohue
Norwood, Pennsylvania

Air Transportation is to be congratulated on its fine forum in the April issue called, *Has the Recession Hit Air Cargo?*—I found Mr. Malkin's comments interesting as well.

Leonard A. Vrieland
Buffalo New York

Enjoy the magazine and find it very useful.

Howard Waldorf
Manager, Aviation Division
Oakland Chamber of Commerce
Oakland, California

15 Years Ago In

AIR TRANSPORTATION

MAY 1943

Lieutenant (j.g.) Langdon P. Marvin, Jr., USNR, writes: "The War Production Board is in charge of setting the 'quantities, specifications, delivery time schedules, and priorities' of materials required to be imported for the war effort as civilian economy. Up until early March 1942 we had concerned ourselves entirely with setting up a priorities schedule for imports

Portrait of an Animal Shipper is one of the most truly correct articles that has ever been written, without any exaggeration or extra color to make it more readable.

Alton V. Freeman
President
Miami Rare Bird Farm, Inc.
Kendall, Florida

I very much enjoy reading your magazine.

Florence J. Cox
Traffic Manager
Central Scientific Co.
Chicago, Illinois

Many thanks for publishing our statement in the April edition of *Air Transportation*. As usual, you are one step ahead of the other publications.

Charles L. Hood
Vice President
Riddle Airlines
Miami, Florida

I have received and read with great interest the April issue of *Air Transportation*, especially the opinions of the various executives concerned with international air freight.

I am happy to note the definite feeling of optimism in this field; after all exports can only be affected by the dollar availability in the importing countries.

Due to the present temporary recession, imports of luxury and nonessential goods have shown a slight decrease, but I feel confident that this is merely a temporary safety measure taken by the retailers in reducing their orders for such goods.

Joseph James
Cargo Sales Manager—North America
Sabena Belgian World Airways
New York, New York

I find your magazine quite interesting and I have, of course, enjoyed the story on the Air Freight Forwarders Dinner.

Louis J. Hector
Member
Civil Aeronautics Board
Washington, D. C.

... I was surprised to read in the March issue that Bacardi rum was being shipped by airplane to the United States.

Edward Silverman
Chicago, Illinois

Bottle caps, too.—Editor.

by ocean ships. At that time we were faced with several particular shortages of strategic raw materials due principally to three factors: the increase in requirements of these materials for war production, the delays in ocean transportation and the relatively large number of sinkings of our total shipments of certain vital imports. So it was manna from Heaven indeed when the Air Ferry Command as it was then named called us to say that an airline was operating into India and would we please inform them what was important to carry on the return flights. We gladly did so by drawing up a priorities schedule and transmitting it to the Ferry Command and to the Metals Reserve Company, whose representatives in India then proceeded to deliver the materials to the airport. Since that time large quantities have been flown

(Concluded on Page 28)



*Reach for the Sky
with Riddle!*

How the **SWITCH** to **RIDDLE** Saves Money!

The switch to Riddle Air Cargo pays off where it counts... in dollars and cents.

Take crating. It costs money three ways—in materials, in man-hours, and in excess shipping weight. Ship RIDDLE and crating is unnecessary. Expert loading and cargo handling protect even the most fragile shipments.

Insurance costs are lower, too, because pilferage and in-transit damage are virtually non-existent.

Nation's Largest
North-South
All-Cargo
Airline

Couple these basic air cargo advantages with the all-cargo priority handling RIDDLE AIRLINES offers, and you'll know why more and more progressive shippers have made the SWITCH TO RIDDLE!



RIDDLE

airlines inc.

Executive Offices, International Airport, Miami, Florida, Phone TU 7-2651 • NEW YORK, 311 Fifth Ave., Phone OXford 7-5360
U.S. Scheduled Air Cargo Route 109 and 120 WORLD-WIDE INTERLINE CONNECTIONS

MAY 1958—PAGE 15

Japan Air Lines' transpacific cargo operation is four years old this month. A personalized approach to solving shippers' problems has paid off in steadily growing tonnage. Here's the story behind the JAL concept of serving the shipper . . .

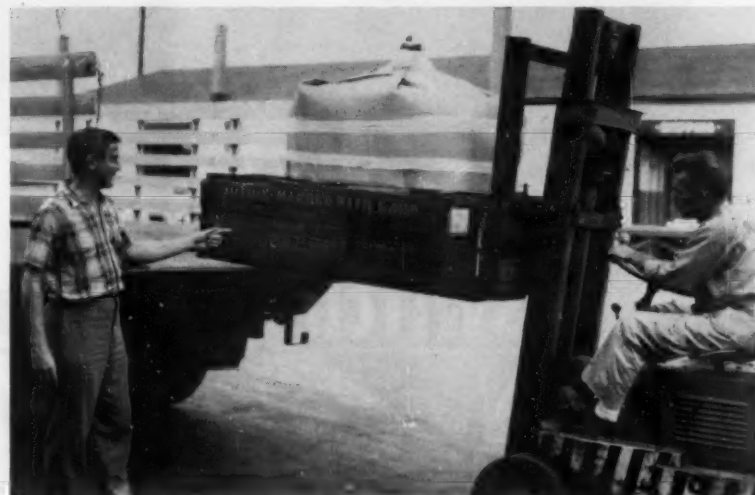
Cargo Service . . .

FOUR years ago this month, Japan Air Lines opened its cargo operations with a promise: "We are going to build our cargo business on personalized service."

"Sure," said the skeptics at that time, "you can give cargo a lot of personalized attention when you don't have too much of it. But how are you going to maintain the same kind of personalized service when operations grow large?"

Since JAL's cargo operations have become large—our cargo capacity has increased more than 450% in these four years (1957 figures show a gross revenue increase of 30% over 1956, 156% over 1955, 440% over 1954)—and since anniversaries are for evaluating as well as reminiscing, I think now is as good a time as any to look at the records and see how well we are keeping that promise. At the risk of blowing our own horn (but with examples to back me up), I can honestly say we are keeping it well.

Four years ago we defined personal service as consisting of "little things"; meaning extra services combined with the big ones. To us, that includes showing personal concern and interest in the account's individual shipments



TOM DICKSON, vice president of Airwork (left), helps load 968-pound engine onto company truck at Millville, New Jersey. It is flown by United Air Lines to San Francisco where Japan Air Lines takes over. The ultimate destination of this shipment is Bangkok.

whether routine or unusual; providing easy and expedited follow-up on shipments via teletype, cable or telephone; keeping customers notified of in-transit information; advising customers of customs problems (such as import license

requirements at destination, proper invoice procedure, etc.); supplying final delivery advice, through-booking service and protected transshipment; as well as maintaining a feeling of personal friendship between our JAL cargo personnel and the account personnel.

We built our business on such service from the beginning; we are continuing to build it in the same fashion today.

Here are two of the many examples we could use to illustrate our point—one, a large, unusual order with extraordinary problems; the other, a relatively small order that needed special attention.

The unusual order posed the problem: *How to get an aircraft engine that weighed 968 pounds and measured 49" x 54" x 54" to Vietiane, Laos?*

The shipper, Airwork Corporation of Millville, New Jersey, aircraft engine overhaul specialists, called us with this

THE AUTHOR demonstrates another aspect of the person-to-person approach. Emerging from a New York theatre where he has spent a couple of hours relaxing, he uses a portable high-frequency radio receiver to obtain messages from consignors and consignees in the city.



By RANDALL T. (CHICK) HOLDEN



PERSON to PERSON



HAULED ACROSS THE PACIFIC by Japan Air Lines, the Airwork shipment—it measures 54" x 54" x 49"—is transloaded at Tokyo.



AIRPORT EMPLOYEES at Bangkok Airport watch unloading operation of Airwork engine. Note extra-wide cargo door of JAL plane.

problem. It was a problem, all right. Because of the dimensions of the engine, we were the only airline that could handle the shipment. But, since we could only carry it as far as Bangkok, the real problem arose at this point.

Seems there were no available aircraft from Bangkok to Vietiane to handle the shipment. (This we ascertained after a lot of checking of schedules, various charter companies, etc.) It was decided to rail the engine from Bangkok to Vietiane. Then, Bangkok advised us that due to the narrow gauge railway there, only special flatcars could handle a piece this large. They

also advised us of the approximate availability of same.

The shipper felt that if he had to use the railroad he also would have to protect his engine completely. Therefore, instead of skidding with a low protective base and corrugated paper, he would have to add a heavy top and side crate, which would weigh 196 pounds, and ship that from New York to Bangkok, at an additional cost of \$397.88 . . . just to ship a crate that would be necessary only between Bangkok and Vietiane.

I got the idea that this extra expense and effort might be avoided if a local carpenter in Bangkok could make the

crate. We sent a cable to our Bangkok office requesting advice on the possibility and estimate. We got an affirmative answer, and an estimate of approximately \$40 for building the crate. This created not only a saving of \$397.88 for the shipper by eliminating the cost of transporting the crate by air, but it also would save him money on the cost of labor and materials in the building of the crate itself.

On arrival of the engine in Bangkok, the railroad advised us it had been forced to change its commitment of the special flatcar, because of a local situation they had no control over . . . and

(Continued on Page 22)

NEW GRUMMAN

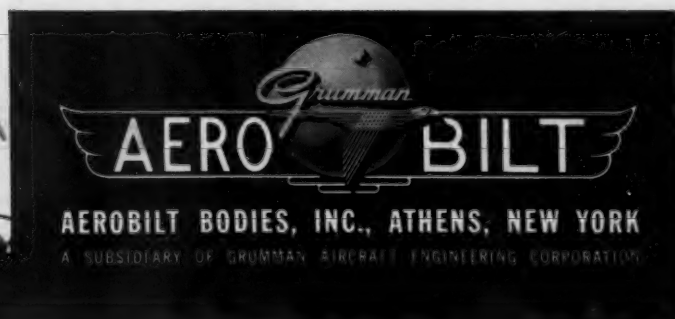


CONTAINER LOWERS AIR FREIGHT COSTS

Aluminum containers, designed and built by Aerobilt, a Grumman subsidiary, now enable American Airlines to lower air freight costs and standardize shipping methods throughout their routes. On-route tests prove that the lightweight Aerobilt containers save air freight carriers money by minimizing cargo handling and lowering claims from pilferage and damage. These tests also prove that Grumman's unique container design provides an extremely high payload per container plus the ruggedness to stand up under the roughest handling.

This completely weatherproof Aerobilt Container weighs only 203 pounds and carries a payload of 3,000 pounds. It has withstood static tests of a 3,750 pound overload plus 1,500 pounds on top without any injury to the container. The container is 84" long, 63" high and 42" wide and has a full-length hinged door which can be locked and sealed.

For more information about the variety of Aerobilt Containers to meet your specific cargo handling needs, for air, land or sea, contact
Mr. George Skurla, Chief Engineer,
Aerobilt Bodies, Inc.



How a British firm helped to advance packing procedure from hazardous rule-of-thumb to an advanced science

GETTING IT THROUGH *Intact*

By Roy McLeavy
Air BP

RISING in the wake of modern science is a host of new industries unheard of a bare 10 years ago. Already some of these industries have given birth to young and thriving sciences of their own; among them is the packing industry.

Right up to, and for most of World War II, packing was undertaken by small departments within individual concerns. Few manufacturers bothered to take it seriously, with the result that poor packing methods were responsible for the loss of an alarmingly high proportion of all military equipment long before it reached the battlefield. In the Pacific alone, from 1941 to 1945, bad packing cost the United States Navy 75% of all its radio and electronic gear.

Today the attitude is slowly changing, for most manufacturers have learned the hard way that haphazard packing, particularly in the export market, never pays.

One company which has done as much as any to raise packing methods to their present high standard is Export Packing Service Ltd., a concern with some 1,200 employees and three main packing centres situated at Sittingbourne, Banbury and Cardiff, and an outside branch which carries out packing at the customer's own factories or sites.

As one of the leading packing specialists for the export market, it is natural that EPS should form a close association with the aircraft industry. In fact the packing of complete aircraft, their spares and electronics, now forms a substantial proportion of the company's business.

EPS has tackled just about every size and shape of aircraft from big airliners and jet bombers to fighters, lightplanes and helicopters.

As packing graduated from a rule-of-



Various types of packing in evidence in the BOAC export shed at London Airport.

thumb, hit-or-miss sideline into an advanced science, it came to demand a higher ratio of brainwork to brawn. Yesterday's packing sequence began and ended on the factory floor, generally supervised by a carpenter. Today the intricate problems of shock and vibration protection, moisture penetration and pack design are in the hands of skilled teams of engineers, physicists and chemists. Not until they have finished, and drawings and a detailed specification have been prepared, does a job go on to the floor of the factory.

How well goods can be packed is simply a question of economics. In theory, it is possible to provide packing to safeguard the most fragile equipment from any type of handling or transit conditions. But in most cases the expense would prove too high to be economical. The question of how good the pack should be—and hence its price—must therefore be based on

the actual value of the product concerned. In certain extreme cases relatively simple containers could be used, and the value of the contents could still be less than that of the container. In such instances, it is obviously cheaper to allow for a considerable proportion of breakages than to invest more money in the packing.

In the case of very expensive and sometimes fragile equipment shipped out for the aircraft industry, on the other hand, an expensive pack, guaranteeing protection to the contents, is economically justifiable.

The two main hazards faced by goods in transit are mechanical shock and climatic conditions. The amount of shock suffered by the article depends partly upon its size, partly upon handling facilities. If small, the items may be thrown from hand-to-hand in transit, and possibly dropped. Me-

(Continued on Page 24)



EXTERIOR SCENE at Mercury Air Freight's 5,700-square foot terminal at New York International Airport. The author points out that two-

thirds of air freight pickups in the city become available to the ground carrier between 3 p.m. and 5 p.m.—a delaying factor.

JET FREIGHT PLANNING ON THE GROUND

The top executive of a prominent ground carrier of air freight pleads for an industry approach to the problem of how best to gear tomorrow's air shipments to the jet.

By ANTON J. ROPER
President
Mercury Air Freight, Inc.

A GREAT deal of public attention has been arrested in recent months by the progress of aircraft companies and airlines in the development of jet air transportation. Great Britain has been flying deHavilland Comets; Russia has shown off the TU-104; France has recently promoted the Caravelle; and the United States is planning to place in the air the Boeing 707, Douglas DC-8, and Convair 880. Pan American World Airways expects delivery of its first jet transport in November, 1958; American Airlines has reportedly booked the first *Electra*

propjet flight for the latter part of 1958; the *Britannia* already is in the air.

While these are primarily passenger ships, they will also carry cargo. Only a brief span of time stands between a passenger ship and its ultimate conversion to and use as a cargo ship. If, as expected, every major airline will have regular jet flights by 1960, a large part

of air freight will be jet air freight in that strikingly near future.

These developments point up two factors that demand the serious consideration of all the principals of air freight now: (1) The Jet Age is here; we can no longer talk about "when we get to the Jet Age," because we are already in it. (2) The imminence of jet transportation demands action—now—by all the members of the air freight team if all the progress made by the aircraft builders and airlines is to be translated into corresponding progress for air freight.

The fact that a true air freight system is dependent upon both air and ground transportation has long been appreciated. Freight cannot fly unless a truck moves it. Airport-to-airport delivery is of value to America's air freight shippers only insofar as the distance between airports on the one hand and consignors and consignees on the other is bridged by a speedy, efficient and reliable ground service.

While this fact of air freight life is true today it will become all the more

(Continued on Page 25)



Roper



IN MERCURY'S airport terminal inbound shipments are separated according to city destination. When the jet airliners come, plane-truck coordination must be refined to the point where orderly ground procedures complement the unprecedented swiftness of actual air transport. Bottlenecks are taboo!

PERSON TO PERSON

(Continued from Page 17)

that the space probably wouldn't be available for two months.

We solved that problem, on the spot, and turned it into another advantage to the shipper, when we learned there were five other engines awaiting rail clearance to Vietiane. With the help of our manager in Bangkok, S. Kameda, a chartered DC-3 was set up to handle all six engines. While awaiting the final disposition of the charter we decided not to have the crate top built, as the engine might move by air, and then it would be unnecessary. The top never was made, and the shipper saved that \$40 too.

This gave us an idea for future savings we could offer all shippers with similar problems. We now offer the additional service of local carpenter estimates at our Orient destinations for protective crating for surface shipments beyond the airport destination office, and our shippers can realize tremendous savings in this manner. We had to make many phone calls and send many cables back and forth, but we showed a new account what we could do with a "tough one."

Just as you can have *no* problem with a big shipment, you also can have big problems with a little one.

Ersatz Snow

Like the shipper who wanted to send a "routine" load of "snowflakes" to the Osaka Trade Fair—72 cans of ersatz snow neatly packed in one 93-pound carton.

The problem here was to make the best available time so the canned snow would be in Osaka in time to be used for snow-scene displays when the fair opened on April 12.

We worked with United Air Lines, the connecting carrier from New York, coordinating with the Air Cargo Divi-

sion of Frederic Henjes Co. in New York.

Our "big" problem was the chemical composition of the snowflakes. They were packed in small aerosol-type containers, and we had to be certain the chemical composition was such that it would be permissible to carry it on a passenger aircraft. Since this was only "green label" material, there was no apparent danger, but we had to be sure we were technically correct to protect both United and ourselves. We were assured, after checking the shipper, that there were no inflammable, corrosive or odoriferous contents.

UAL to JAL

We got clearance from United to handle the shipment and we got it going fast. UAL handled it on its Flight 717 leaving Idlewild at 11:30 p.m., Wednesday, April 9, due to arrive in San Francisco at 6:15 a.m., Thursday, April 10. We effected the transfer, cleared customs, and loaded it on JAL Flight 609, April 10, leaving San Francisco at 1:20 p.m., arriving Tokyo at 7:20 a.m., Saturday, April 12 (losing one day date-wise, of course, on the International Date Line). We then expedited the shipment through customs at Tokyo, transferred it to our Flight 101 at 9:20 a.m., Saturday, for arrival in Osaka at 11:15 a.m. that day.

Thus, in less than 40 hours, we provided Osaka with some New York snow.

So you see, we *have* been able to maintain personalized service in our cargo division. Now we maintain we will continue to do so, no matter *how* large we grow.

The air cargo consciousness of JAL's policy-making executives makes our person-to-person cargo service possible. Four years ago they said:

"With JAL, cargo is not an orphan child on a combination carrier. It is an extremely important segment of Japan's whole economy and ours, and

will be treated as such. Recognizing the enormous potential revenue of air cargo, JAL is giving its cargo department complete cooperation and coordination in its development."

These airline executives particularly Y. Kojima, vice president-American Region, and M. Hanaoka, Eastern regional manager, have been as good as their word, and better. Their cooperation and coordination have made possible the development and continued improvement of JAL's cargo service. We have continually expanded not only our thinking but our capacity for personalized service in many ways, never forgetting the original byword: "The shipper's problems will become our problems."

Airport Experience

One reason we believe we are well able to understand the shipper's problems is because we believe airport cargo experience is a necessary element in a good cargo sales representative. Our entire cargo sales staff has had cargo experience at the airports on other airlines. Joe Leonard, our senior cargo sales representative, had six years of cargo operations experience at New York airports with TWA. Bob Schaefer had seven years with cargo at Newark Airport with American Airlines. "Chop" Oda, our special Japanese representative on the cargo sales staff, has years of experience behind him at the Haneda Airport in Tokyo with Pan Am and PAL. Tony di Maria, our representative in charge of customer service, worked for a year with a broker at Idlewild. I had five years of cargo experience at Newark Airport with American before joining JAL. We all know what cargo looks like, how to tie it down, and what can come up in the way of loading problems, the physical problems or cartage, handling, loading, stress, identification, tracing, etc.

Just as we consider this operational



- New—the first regularly scheduled all-cargo flights to South America's West Coast. Room for bulky shipments.
- 15 flights a week—regular twice-daily service—plus weekend all-cargo flights give you a wider choice.

Call Panagra's U.S. Sales Agent, Pan American World Airways or your Air Cargo Agent.

PANAGRA

PAN AMERICAN-GRACE AIRWAYS

background "very important," we also make sure our customers are friends as well as customers. It is the feeling of our sales staff that we help our customers solve their air cargo problems whether JAL is directly involved in the problem or not. Therefore, a JAL customer can, and does, consult his JAL sales representative on shipments of any kind—say between New York and Jackson, Mississippi, or from Dallas, Texas to Paris. All our representatives are authorized to make necessary phone calls, local or long distance, on such problems, as well as those involving JAL shipments. As a result of this policy of helpfulness, it doesn't take long before JAL representatives and customers are on a first-name basis, and that's just the way we like it. There is a simple explanation: We like people!

JAL's total growth and development in the past four years also has actually helped us increase and improve our personalized service rather than curtail it.

Increased flights—currently seven a week as compared with two flights a week in the early years—provide us with more space, and the addition of DC-7Cs to the fleet increases the speed of the service by nearly one-third, and also increases our overall cargo capacity.

We also have inaugurated some improvements in the cargo department itself in recent years.

Space Allocations

If any shipper or agent has a "hot" shipment, he can at any time call JAL, and JAL will provide him with a through expedited service, from origin city to destination. This is done through the allocations of space held by JAL on TWA and United, nightly, for overnight connections for our flights to the Orient the following morning. To the shipper or agent, this means the fastest available service to Tokyo from the time he turns his shipment over to a carrier at the airport at night. It amounts to approximately 40-hour service and can be as little as 35 hours, airport to airport, including protected transshipment and customs clearance at San Francisco.

At this point we would like to mention that as we are an offline office in New York, our cargo agents are extremely important to us, supplying us with approximately 95% of our business. Therefore, we do everything possible to cooperate with them.

In addition, we have inaugurated an excellent system for the handling of transfers. By developing the handling of transfers into an exact science, we

have turned what once was considered a disadvantage into an advantage for the shipper. This is done through what JAL refers to as "protected transshipment." By means of advance teletypes or cables, enabling the shipper to take advantage of many additional schedules and routes to fit his problem, we can guarantee safe delivery via connecting carriers. A prime reason for our success has been our efficient San Francisco Cargo Operations Staff headed up by Don Suzukawa, which handles and coordinates all import and export movements.

Additional Factors

Other factors in JAL's planning that makes personalized service on a large scale possible: increased experienced personnel; the establishment of our own private teletype and private overseas cable circuits; the size of our DC-6B cargo doors (67" x 91") which are larger than any other scheduled carrier's in the Pacific; the flexibility of our booking system which allows freight loads to take precedence over unreserved passenger space when needed; and our system of advance cable notification to destination on request.

Looking back over the past four years to our objectives when we began our cargo service, I find we have discontinued only one automatic service in the growth of JAL cargo operations—and that only because it was found unnecessary. That is the automatic advance notification service—which consisted of routine advance notification to consignees in Japan that their shipments were arriving on the following day. As we increased our schedules to seven flights a week, and shipments were expedited as a matter of routine, the consignees no longer found this service necessary or helpful. Naturally there still are some exceptions for particular shipments. Therefore, we still provide advance notification—but on request—on individual shipments via our teletype and cable circuits.

All of these personalized cargo services, of course, are operated both ways across the Pacific. Cargo operations are handled in the same way eastbound as well as westbound, because our entire operation is set up that way. Nowadays our cargo load is heavier on flights to Japan than from Japan, although it is reversed at particular times of the year, such as during the Christmas season. However, coordination at either end, in the Orient as well as in the States, is the same. We have as large, experienced and willing a cargo staff in the various offices of the Orient as we do in the United States.

FAST



Through booking via
BRUSSELS
moves goods faster

to all Europe,
Africa and the
Middle East

Daily flights and automatic bookings speed cargo to its destination...it's never "stand-by" anywhere enroute. Specify SABENA...speedway to all Europe, Africa and the Middle East.

For information, contact your forwarding agent. Or call SABENA direct; offices in all principal cities.

AIR CARGO VIA

SABENA

BELGIAN World AIRLINES

AIR CARGO INSURANCE

MAIL • EXPRESS • FREIGHT

Carriers Liability

Shippers All Risk Anywhere in the World

PARKER & CO.

Specializing in aviation insurance for over 30 years

NEW YORK 16
99 PARK AVENUE
Murray Hill 7-6960

PHILADELPHIA 3
1616 WALNUT STREET
Kingsley 5-1200

And now, a few final words about our concept of cargo service, then and now.

We still feel that air cargo is a most important function of our airline, and there is good reason for this. Unlike passenger accounts, the greatest percentage of cargo accounts are recurring shippers. They may give us only five pounds of business every other day,

but in the course of 52 weeks, even at that, they give us more revenue than any single passenger making a first-class round trip for business or pleasure once a year. That is why an account's problems are so important to us. Whether it's five pounds or 5,000, it's recurring business!

Shipping problems, anyone? • • •

GETTING IT THROUGH INTACT

(Continued from Page 20)

dium-sized packs may be trundled (rolled over and over); and the large, heavy ones may be damaged while being loaded or off-loaded by cranes and hoists. Still further shock and vibration can be caused by railways during shunting, or by poor roads while the packages are being carried by lorry.*

The difficulties of solving this aspect of the business alone are formidable; but in addition the packing expert must face vagaries of the world's climate. His packs must be able to withstand dry heat without the timber warping and joints gaping open. They must withstand humid heat and its resultant condensation; and they must remain impervious to severe tropical thunderstorms.

To help them in their work EPS can put their latest designs of pack through a complete laboratory-style survival course, giving them the full range of "circuits and bumps" that they are

likely to meet *en route* from factory to customer.

For a complete sequence of wet or dry heat conditions, the packs are inserted in the EPS climatic chamber, which has a capacity of 9' 3" and is one of the largest in the country, and a dry heat chamber big enough to take the largest aero-engine at present in production. Tropical rain and full immersion trials are made in a 20' long test tank; and a "shunt test area" permits a highly realistic assessment of the sudden shocks likely to be experienced by goods travelling by rail.

In recent months, this latter test was used for a new form of packing for a large turboprop engine. In the new pack the engine is lowered on to a neat cradle with a bonded metal-to-rubber-type mounting and hydraulic shock-absorbers which are designed to attenuate any shock down to a reasonable impact. Engine, shock-mounting and base form a compact self-contained pallet over which goes a lid. The shunt tests showed that this scientifically designed pack would adequately protect the engine against almost any shock short of a serious derailment.

For most of their large cargoes which tend to be comparatively fragile in relation to their bulk, EPS has found the most satisfactory approach is to provide a rigid framework for the product and attach this to the outer case by substantial shock mountings. When the impact occurs, this allows the whole assembly to undergo a considerable degree of deflection within the case, which absorbs much of the shock energy.

Generally the mountings are of the bonded metal-to-rubber type, as this variety provides more satisfactory damping characteristics than metal springs. With springs it is usually necessary to add some form of damping device to avoid excessive after-impact vibration, which can itself prove just as harmful as the initial shock.

A pack containing a turboprop engine dropped a mere three feet will land with a 200g loading; but the pack and its mountings will attenuate this down to a reasonable impact.

Wings, Fins, Etc.

Large, relatively light structures like wings, fins and ailerons are particularly susceptible to damage. Yet these components were once simply crated sandwich-fashion between layers of felt, the uneven stresses encountered during transit being transmitted to the cargo and causing considerable distortion. EPS has solved the distortion problem by utilizing a triangular, three-point suspension system in which the flying surfaces literally "float" within a rigid outer case. The impact loads are taken almost entirely by the case and little if any torsion reaches the actual product.

One big handicap facing EPS is that most of the materials used in contemporary packing were produced originally for other purposes. No reliable moisture barrier is yet available, so due allowance has to be made for the rate at which moisture penetrates existing material, and the required amount of dessicant added to the pack to keep humidity to the correct figure throughout its transit and storage life. Although this provides a satisfactory answer for short term storage, it is anything but satisfactory for the large pack due to be kept in storage for up to five years, for the amount of dessicant required might weigh up to 300 or 400 pounds.

To answer such pressing needs, EPS scientists are helping to develop new materials especially for packing. Two of these materials are now beginning to appear on the market. One, known as Driclad, is a flexible metal container ideally suited for packing items like aero-engines and with many other uses.

*Editor's Note: Of course, air cargo traditionally offers shippers a considerably smoother ride for their consignments than when they are surfaceborne. Experienced air shippers have taken cognizance of this inherent "plus" in air cargo and have made significant savings through the use of simpler, less expensive types of packing.

The second is a cushioning material named Avocel of high efficiency.

To speed their investigations into fields such as cushioning materials, EPS have manufactured their own accelerometers, which are designed to allow recordings to be taken in extremely confined spaces and on quite small components. A big advance in this connection is the use of a peak pulse indicating device which records the deceleration directly in terms of *g*, thus dispensing with the time-consuming methods involving film recordings of cathode readings.

This is typical because research at Sittingbourne is aimed primarily at getting quick and accurate results to help the design team solve their many day-to-day problems—a policy which is proving of the greatest immediate benefit not only to the aircraft industry and its overseas customers, but also to the Royal Air Force, because EPS is responsible for packing spares for a variety of RAF aircraft, from V-bombers to trainers.

Individual Jobs

The wide variety of products that EPS is called upon to handle each year has prevented any attempt at packing on an assembly line basis. Each job has to be handled individually.

Not only does the company pack aircraft, but also the insoles of the boots of men who fly them, the electronic flight simulators that familiarize them with new aircraft types and the radio sonde balloons and transmitters that supply them with 'met' reports.

Nor is this by any means the full extent of their activities, for EPS has also packed such things as breathing apparatus for mountain climbers, cars, tractors, electronic 'brains,' and museum exhibits.

With plastic spray equipment, they have cocooned thousands of tons of equipment for the Royal Navy, and they have also successfully devised techniques for keeping bulk emergency rations in indefinite storage.

One particularly intriguing task was the packing of the four giant Sno-Cats for the Commonwealth Transantarctic Expedition. And, in fact, the advance party lived for many months in the packing case of the first Sno-Cat delivered to Antarctica, as they were unable to erect their own hut.

The man behind this success story is R. C. Boucher, who realized at the end of the war that industry would need an efficient packing service as much as had the fighting services. He founded Export Packing Service Ltd in 1946. For British exporters in particular, the year marked a turning point. At their dis-

ship to

* VENEZUELA *

and Netherlands West Indies
FROM NEW YORK & MIAMI

via Latin America's largest all-cargo carrier

* RANSA AIRLINES *

- scheduled flights several times daily!
- largest fleet of C-46's serving Venezuela
- all service expedited service!

- largest personnel staff fully trained in cargo handling
- most complete receiving and terminal facilities

Write, call, wire for full information on how to save time on your Venezuelan shipments!

Certificated and Scheduled Air Cargo Carrier

RUTAS AEREAS NACIONALES S.A.

NEW YORK OFFICE
23 Renwick Street
New York 13, N. Y.
Tel.: WA 5-9406



MIAMI OFFICE
P. O. Box 623
Miami International Airport
Tel.: TU 8-6743

JET FREIGHT PLANNING ON THE GROUND

(Continued from Page 21)

demanding as we get more deeply into the Jet Age. It is one thing to fly freight faster; it is quite another to move it faster on the ground. The progress made in one area can be nullified by a *status quo* in the other.

The ground phase of air freight is handled by over 300 ground carriers contracted by Air Cargo, Inc., representing the airlines, to act as cartage agents for the pickup and delivery of air freight to and from the airports. Their continuing concern has been to break the ground barriers—to solve the traffic problems between city business sections and the airports; to overcome cumbersome and outmoded paper procedures; to improve the immature and inefficient transfer methods at the airports; to change shipping habits geared to intercity rail and truck rather than to air transport. Yet most of this effort has been localized and very little industry-wide planning has been initiated in the field of ground service for jet air freight.

Present ground procedures will be all but totally outmoded by 1960. The ground carrier who conducts his business then with today's methods will be unable to render the service required by the airlines and the shipping public. Jet air freight of 1960 would be

positional for the first time was a new industry and a new science, dedicated to getting their goods through to customers anywhere — and getting them through intact.

compromised by 1958's ground service. What, then, can the ground carrier do to keep pace with air progress?

The primary goals, then as now, are to keep the airplanes flying with a payload and to keep air freight shipments on the move continuously. To accomplish these ends, in pace with jet developments, ground carriers must accelerate their streamlining efforts with particular attention to these vital areas:

Vital Areas

► *Coordination of flight and truck movements.* Every minute that an air freight shipment is delayed in waiting for a flight outbound or in waiting for a truck inbound is time wasted. Time lags at the airport reduce the optimum effectiveness of air freight. Steady progress has been made in joint efforts by ground carriers and airlines to obviate this delay by coordinating truck and plane movements. The object is to move outbound freight on the first available flight and to move inbound freight to the consignee as soon as possible after plane arrival. This need will become all the more urgent with the tightened schedules of jet flights. Ground carriers and airlines must plan now to adjust their schedules to these changing patterns.

► *Containerization.* An alternative to the piece-by-piece transfer of air freight, which is outdated even today, is the use of containers. The important advantage of containerized freight is

AIRBORNE

FREIGHT CORPORATION

Largest
volume
air freight
forwarder

Domestic
and
International

Dependable, personalized
**WORLD-WIDE
SERVICE**

**THE
BEST
SERVICE ..**

**....at the most
advantageous
rates**

OFFICES IN ALL MAJOR CITIES OF U. S., ALASKA, HAWAII, MEXICO, SOUTH AMERICA, EUROPE, ASIA

that it is far less exposed to unnecessary multiple handlings and consequent chances for possible loss, damage and delay. Containers used in flight, of course, involve an added cost for this extra tare. It may be conjectured, however, that this extra cost might be more than offset by substantial improvement in overall efficiency and more productive use of manpower, fixed facilities and payload carrying equipment. A number of possibilities for the use of containers should be explored:

Possibilities

1. *By the airline:* The use of containers by the airline for inbound shipments would make it possible to expedite an entire planeload of cargo to the ground carrier in a fraction of the time it now takes to unload and transfer shipments piece by piece. Thus shipments would become available for delivery to the consignee much earlier.

2. *By the ground carrier:* If, instead of the present piece-by-piece procedure involving several handlings, the ground carrier would stack his outbound shipments in containers destined for individual airlines, then filled containers could be delivered intact to each airline and shipments become airborne that much faster.

3. *By the shipper:* Daily volume shippers could derive similar advantages by the use of containers. In addition, it would make it possible to deal with only one truck arrival instead of several, and it would open an air freight market for some products that could not otherwise feasibly fly.

4. *On through shipments:* While the above uses of containers apply to the transfer of air freight between shipper, ground carrier and airline within a given city, containers may be applied also to through shipments, from the consignor to the destination airport or from consignor to consignee.

Clearly, no unilateral action on the part of either the shipper, ground car-

rier, or airline can effect the full advantages inherent in containerizing. They all must be equipped with and capable of handling containers. Containers must be specifically engineered for the aircraft and trucks in which they will be transported; differences in aircraft configuration pose an exceedingly difficult problem for interchangeability. Nonetheless, the apparent superiority of container usage demands the joint attention of all air freight principals.

► *Cutting the plane-truck distance.* The smooth, orderly flow of inbound freight from plane to consignee has numerous hurdles to overcome. Airport traffic problems, unloading priorities, airline-to-ground carrier interchange practices, none of them deliberate, all stand in the way of the continual flow of inbound freight. Air freight is delayed at airline warehouses, waiting for the ground carrier truck, which operates on a mutually agreed upon schedule and which must cover several airlines. Thus peak conditions are reached at the airlines' docks before the freight is picked up, and at the ground carrier's dock when trucks arrive from the airlines for off-loading and sorting. These problems are to a great extent soluble with present manpower and existing facilities and equipment. For example, airlines can move freight to the ground carriers in a continual flow as each flight lands, eliminating expensive peaks and harmful delays. It will take the concentrated planning of airlines and ground carriers to effect such improvements in the near future.

► *Ground carrier as agent.* The unique position of the ground carrier as the pivotal figure in the air freight process enables him to serve shippers in many ways supplementing the main cartage function. The ground carrier is the airlines' authorized agent, fully insured and with the total liability of the airlines; for all intents and purposes, for any given shipment, he is

the airline. Thus the shipper can at his own door place his shipments into the hands of the airline by giving them to the ground carrier. In a city like New York, more and more shippers are coming to recognize that one phone call—to the ground carrier—will accommodate all their freight for all airlines and for all destinations. The flexibility of cartage agents and their key roles permit them to perform a wide variety of extra services to fit the needs of all kinds of shippers and consignees. As a result, increased use of the ground carrier as the agent of shippers and consignees is gaining acceptance, and needs to be further developed.

These are only some of the areas that must be explored by ground carriers, with the other members of the air freight team, in anticipation of expanded jet air service. Prerequisite to any such fruitful effort is *organization*.

A key to the success of American business has been the gathering of the individual thinking of independent business men. Until now, there has been no such satisfactory means of communication among ground carriers. The airline cartage agents throughout the country represent a wealth of hard-won experience, operational knowledge and worthwhile ideas. To fail to tap this vibrant source is deliberately to roadblock progress. To abandon necessary activity to undivided, uncoordinated effort is to apply horse-and-buggy methods to jet air problems.

Unified Efforts

Thanks to the determination of these men and the far-sighted cooperation of the airlines, there is now in motion the means whereby ground carriers will be enabled to consolidate their planning and development efforts. Upon the success of this effort depends such advances as the pooling of technical and operational knowledge, group research, and the streamlining of ground cartage procedures mentioned above, all of which are aimed at ultimately providing the best possible air freight service to the shipping public.

The air freight industry is fast acknowledging the fact that the more than 300 airline cartage agents are thoroughly experienced specialists in air freight ground transportation, and well qualified to interpret the public demand for an acceptable standard of service and to project and plan for future needs in terms of jet transportation. A strong and lasting liaison on the highest national level, between the airlines and the air freight cartage industry, must continually program, exchange thoughts and proposals, standardize and advance, all for the sake of ever improving service for the air freight user. Only when these two in-

dustries put their heads together, figuratively and actually, will the potential of jet air freight be completely realized.

To confine the responsibility for jet planning to the airlines and the ground carriers is to overlook the key third man on the air freight team—the shipper. It is of primary importance for the shipper to know the air freight process and to know it well. He has, over the years, become increasingly aware of the function of the ground carriers and how he can use their special services. The shipper, for instance, finds it totally unnecessary to concern himself with flight schedules, delivery service at the consignee's end, or even the matter of which airlines cover the different points to which he is shipping. The cartage agent provides all the necessary information with one phone call; the shipper selects the airlines of his preference; and the cartage agent picks up all of the shipper's freight at one time. It is not unusual for the ground carrier to pick up at one time six different shipments for as many different destinations flying via six different airlines—one pickup by the ground carrier with a minimum of paper work and effort by the shipper.

Bottleneck Hours

Some shippers are more advanced in their air freight habits than others. Probably born of the habits formed in dealing with truck or rail service, many shippers are still accustomed to accumulating their air freight shipments throughout the day for one end-of-the-day pickup. Thus some 65% of air freight pickups become available to the ground carrier between 3 p.m. and 5 p.m. What is not appreciated is that shipments moving on a noon flight out of New York to Chicago are available to the consignee in that city by 2:30 p.m. (Chicago time). Shippers stockpiling their air freight all day thus miss out on such flights and delay their shipments by many hours.

The present tendency of shippers to think in terms of overnight flights must be discarded with the appearance of the jets. These planes, because of their considerable speed and cost, will be scheduled to spend a far greater percentage of their time in the air than do present aircraft. With a jet scheduled to complete two round trips between New York and Los Angeles within 24 hours, there is no point for shippers to delay their freight for overnight flights alone.

Let us take a hard look at the kind of service that will be available through the jets and how shippers can fully benefit from it. Allowing adequate time for unloading and processing, a New York-to-Los Angeles shipment depart-

The Only All-Cargo Airline From and To the Deep South
Daily Service—Lowest Rates

NEW YORK • ATLANTA • NEW ORLEANS

With Reserved Space Connections, Through Airbills and Rates To
EUROPE • MEXICO • CENTRAL & SOUTH AMERICA

Single Pieces Handled up to 11,000 Lbs.
Ask Us About Our Charter Service
Anywhere! Anytime!

★ **AAXICO AIRLINES** ★

CALL N. Y. Int'l Airport OLympia 6-5965	Atlanta Munic. Airport POplar 6-8356	(New Orleans) Moisant Airport KEenner 71-1466
--	---	---

A CERTIFICATED SCHEDULED ALL-CARGO AIRLINE

ing on a noon flight will become available to the consignee in Los Angeles by 1:30 p.m. the very same day. Thus if the shipper moves up his ready time by five hours—from 3:00 p.m. to 10:00 a.m.—his shipments will be available 19 hours sooner, 1:30 p.m. the same day instead of 9:30 a.m. the next day. This is only one of many ways in which shippers can adjust their scheduling patterns in keeping with the service that is becoming available. They will

find the cartage agent, their closest contact with air freight, willing and eager to help them draw the fullest possible benefits from the changing patterns.

No one element in the air freight industry will be able to gear the industry to the jet. Only by the coordinated planning of airlines, ground carriers, and shippers will a truly optimum jet air freight system be wrought out of jet aircraft. • • •

DESTINATION: BRUSSELS WORLD'S FAIR



Shown above at New York International Airport is a scale model of a Kellogg catalytic reforming unit minutes before it was loaded into a Sabena Belgian World Airlines aircraft for overnight delivery to Brussels. It was consigned to the World's Fair in the Belgian capital where it now is part of the Automation Exhibit in the United States Pavilion. Made of plastic, the delicate model was protected by wire wrap. Heavy export packing normally associated with ocean shipments is absent here, made unnecessary by the far gentler ride provided by air transport and far fewer handlings.

AIR FREIGHT FORWARDER

Experienced executive available; thorough knowledge of international air freight forwarding; also fully conversant with surface shipping; at present situated in New York, but will locate anywhere if proposition is attractive. If you are looking for a hard-working, wide-awake man to manage your air freight department (or entire firm) write:

BOX D, AIR TRANSPORTATION
10 BRIDGE ST., NEW YORK 4, N. Y.

POSITION SOUGHT IN EUROPE

Former aviation executive, specializing in public relations and business intelligence, seeks connection or employment with U.S. or Canadian firm. English, French, German, Italian, Spanish spoken fluently. Already located in Europe; 11 years experience with international associations and business firms. Age: 33, University education.

BOX M, AIR TRANSPORTATION
10 BRIDGE ST., NEW YORK 4, N. Y.

 Cables: "AIRSEA"

AIR-SEA FORWARDERS, Inc.

Registered by CAB • FMB No. 602
Customs Brokers • IATA Air Cargo Agents
406 S. Main St., Los Angeles 13, California
Phone: MAdison 6-4361 Teletype: LA-477

BARNETT INT'L FORWARDERS, INC.

543 W. 43rd St., N. Y. C. BRyant 9-7414

PETER A. BERNACKI, INC.

Authorized Air Cargo Agent
CAB-Registered Air Freight Forwarders

26 Broadway New York 4, N.Y. Phone: BO 9-4800
Cargo Building No. 80 N.Y. International Airport Jamaica 30, N.Y. OL 6-5435

FLYING CARGO, INC.

CAB-Registered Air Freight Forwarder
Authorized IATA Air Cargo Agent

140 Cedar St., New York 6, N.Y.
Phone: BRarclay 7-1710

HENSEL, BRUCKMANN & LORBACHER, INC.

Customs Brokers
Air Freight Consolidators to Europe
New York: 6 State St. DI 4-2390
Idlewild Airport: Bldg. No. 80 OL 6-5140

CABLE: VINTHOM OLYMPIA 6-5453
"Time is an element of profit"

V. T. MANCUSI

CUSTOMS BROKER • AIR FREIGHT FORWARDER

Cargo Service Building, No. 80
New York International Airport
Jamaica 30, L. I., New York

H. G. OLLENDORFF, INC.

CAB-Registered Air Freight Forwarders
Authorized IATA Air Cargo Agent

231-235 E. 55th St., New York 22, N. Y.
Phone: PLaza 3-0545

J. D. Smith Inter-Ocean, Inc.

CAB-Registered Air Freight Forwarders
Authorized IATA Air Cargo Agent

53 Broadway New York 6, N. Y. BO 9-2330
Cargo Service Bldg. Idlewild Airport OL 6-5870

15 YEARS AGO

(Continued from Page 14)

all the way from India to the United States—with total losses of only two shipments—less than $\frac{1}{2}$ of 1% of the total, a remarkable achievement considering the thousands of different flights involved and especially compared to the high losses at sea (upwards of 15% of our shipments at one time), prior to the development of air transportation."

A news article reports: "On May 15, the nation observed the 25th anniversary of the establishment of regular air mail service in the United States. That date a quarter of a century ago marked the advent of a new epoch in mail transportation. The first regular air mail route was established between Washington and New York with a stop at Philadelphia . . . This covered a distance of 218 miles and the frequency of service was one round trip daily from Washington to New York, except Sunday. The War Department furnished planes and pilots and conducted operations. The Post Office Department handled the mail. The War Department remained in the picture until August 12, 1918, when the Post Office Department took over the operation."

L. Welch Pogue, chairman of the Civil Aeronautics Board, concludes an article entitled *Common Sense, Not Globaloney, Needed in Air*, with these words: "In the march of man, the beginning and end of new eras can often be seen only with hindsight. But the Air Age upon which we are entering announced itself with the unmistakable roar of propellers. Already we know something, but far from all, about the changes which the airplane will bring. It has reduced the world to manageable proportions. Let us have the vision, and above all the courage, to give this marvel

of mankind a charter equal to its need. That is common sense, and common sense will eventually win out in the solution of aviation problems."

Air express figures for the year 1942, just released by the Air Transport Association of America, show a new total of 40,101,657 pounds—an all-time high. This compares with the previous high of 19,209,671 pounds of express carried by the scheduled airlines in 1941.

Chicago & Southern Has Eye on Singapore, Via Alaska and Pole headlines the following news story: "Postwar expansion of passenger and cargo air service on an unprecedented scale was envisioned last month in a sweeping action by Chicago & Southern Air Lines, which filed with the Civil Aeronautics Board an application to operate postwar transalaskan air service from Chicago to Singapore and Batavia . . . The application is one of the first of its kind to be filed by a domestic airline and requests authorization for transport of passengers and cargo over the Polar Great Circle Route totaling 8,826 nautical miles."

KLM DOUBLES LIFT

(Continued from Page 6)

month, including cargo hauled by the passenger aircraft.

The new aircraft, which KLM received in April, will be in economy-fare passenger service during the summer, following which they will be stripped for all-cargo operations.

SERVICES

ALITALIA DAILY FLIGHTS

Alitalia last month inaugurated daily DC-7C flights between New York and Rome. These flights will be upped to 10 a week by August 1, according to Fabrizio Serena, United States general manager.

JAL NOW ON DAILY BASIS

Japan Air Lines last month began operating its transpacific service between San Francisco and Tokyo via Honolulu on a daily basis. DC-7C equipment is used on four of the flights; DC-6Bs on the other three. The DC-7Cs depart San Francisco at 1:20 p.m. every Sunday, Tuesday, Thursday, and Saturday; the DC-6Bs at 12:30 p.m. every Saturday, Monday, and Wednesday. Cargo capacity of JAL on this run has been increased 55%, it is reported.

KANGAROO ROUTE CHANGE

British Overseas Airways has stepped up its *Britannia* service between Sydney and London via the Middle East to four flights a week, while Qantas has reduced its *Super Constellation* service on the same route to the same number of flights. The two airlines have been partners on this run—the Kangaroo Route—for nearly a quarter of a century. BOAC meanwhile announced that its *Britannias* have made Rangoon the 21st port on the route.

AVENSA ADDS FLIGHT

Avensa has opened a third weekly flight on its Miami-Caracas route. It departs Miami every Friday at 9:30 a.m. Other departures are on Sundays and Wednesdays. The run is via Montego Bay and Maracaibo.

IBERIA STEPS UP FLIGHTS

Jose M. Sagrista, United States manager of Iberia Air Lines of Spain, announced that the four weekly New York-Madrid roundtrippers inaugurated last month will continue until October. Two of these flights continue to Rome.

NEW GHANA SERVICE

Airwork, Ltd., British independent airline, recently established a new service between Blackbushe Airport, England, and Ghana. The airline is under contract to the Ghana Chamber of Mines.

VARIG CUTS TIME TO RIO

Two hours have been saved over Varig Airlines' previous schedules between New York and Rio de Janeiro. This has been accomplished by the Brazilian carrier's new routing which calls for its *Super-G Constellations* to make a single stop at Port of Spain, Trinidad. Flights over this route terminate at Porto Alegre. Onward connections to Montevideo and Buenos Aires are available. The faster service via Port of Spain departs New York every Tuesday and Saturday at 10 a.m. Two other flights, these via Ciudad Trujillo and Belem, leave New York every Sunday and Thursday at 11 a.m. The latter service calls for through *Super-G Constellation* flights to Buenos Aires.

MEA EXPANDS ROUTES

Labib Majdalani, United States sales manager for Middle East Airlines, reports that MEA has expanded its routes to serve

five new European and Asian cities, introduced seven new routings and increased frequencies on 13 runs. New cities are Brussels, Geneva, Karachi, Bombay and Aden. Routes whose frequencies have been increased from three to five weekly are Vienna-Beirut, Frankfurt-Beirut, and Istanbul-Beirut. The Zurich-Beirut route is now receiving two weekly flights in contrast to the weekly one before last month.

NEW LUFTHANSA SERVICES

Newest cities on Lufthansa's rapidly expanding network are Brussels, Rome, and Santiago, Chile. The German airline opened service to the two European capitals April 2, and to the South American city March 31. Transatlantic service between New York and Brussels is nonstop and is on a two-a-week basis. In addition there are daily flights to the Belgian city from Frankfurt, Dusseldorf, and London. The route to Rome is from Hamburg and Frankfurt where connections are made with Lufthansa's transatlantic aircraft. The addition of Santiago makes it the airline's sixth station in South America, linking it directly with Europe.

BWIA INCREASES FLIGHTS

British West Indian Airways will start operating a second daily *Viscount* flight between Miami and Jamaica this month.

NCA OPENS NEW SERVICE

A new air service between Duluth and Sault Ste. Marie has been inaugurated by North Central Airlines scheduled local service carrier. The opening of the service, originally scheduled for April 27, was advanced to April 1.

DAILY PAA FRISCO-PANAMA

Pan American World Airways has increased its San Francisco-Panama service to a daily basis. These flights also serve Los Angeles and Guatemala City daily.

LONDON-WARSZAWA VIA BEA

British European Airways has started direct service between the British and Polish capitals. *Viscount* equipment is operated. Flying time is approximately four hours because of a detour to avoid flying over East Germany. A more direct route would require only three hours' flying time.

INTERLINE

MORE UAL PACTS

United Air Lines has signed five more traffic agreements, these involving the following air carriers: Trans Caribbean Airway (New York-San Juan); CINTA (New York-Santiago, via Miami and Panama); Viacao Aerea Sao Paulo (intra-Brazil); Philippine Airlines (intra-Philippines and Manila-Hong Kong); Cathay Pacific Airway (Hong Kong-South Asian Ports).

NEW OFFICES

PETER A. BERNACKI, INC.

New Orleans—Moisant International Airport. Phone: KEnner 4-2576. TWX: LA-135. Manager: Cliff Tallman.

LUFTHANSA

Boston—Statler Office Building, 19 Arcade. Phone: HUBbard 2-3766. Manager: Bob Gibson.

Philadelphia—305 Transportation Build-

ing, 6 Penn Center Plaza. Manager: Gerhard Kemper.

RIDDLE

Los Angeles—6399 Wilshire Boulevard. Phone: WEbster 5-0305. Manager: William B. Clark.

COMMERCIAL AIRCRAFT

2 MORE CARAVELLES SOLD

Sud Aviation's sales of its *Caravelle* jets rose to 25 with the purchase of two by Air Algerie. The Algerian carrier, which currently operates DC-3s, DC-4s and *Constellations* on its routes, also took an option on one more *Caravelle*. Other purchasers of the French-built transport include Air France, SAS, Finnair, and Varig. Altogether options on 35 more *Caravelles* have been taken by the airlines.

SAA BUYS BOEING JETS

Three Boeing 707 *Intercontinentals* have been bought by South African Airways. Delivery will begin in July, 1960. The fifteenth airline to order Boeing jet transports, SAA will introduce them on its Johannesburg-London route, cooperating with BOAC, which likewise has ordered *Intercontinentals*.

SPEED RECORDS

British Overseas Airways Corporation claimed an unofficial speed record of 11:44 hours, Chicago to London, nonstop, flown with a *Britannia* propjet. It was a non-revenue proving flight.

Middle East Airlines reports that it recently established two new marks with its *Viscounts*: Zurich-Athens, 3:07 hours; Vienna-Istanbul, 2:50 hours.

SABENA LEASES DC-7Cs

Sabena Belgian World Airways has received three leased DC-7Cs from Ialco-bel, Inc. The aircraft were leased for a period of five years and possibly for seven years. The Belgian airline now operates a fleet of 77 aircraft, including eight helicopters. It has ordered five Boeing 707 *Intercontinental* jets.

MILITARY AIRCRAFT

FLY PACIFIC EN MASSE

Eight Lockheed *Hercules* C-130 transports recently crossed the Pacific on a more than 8,000-mile flight from Ardmore, Oklahoma to Ashiya Air Base, Japan. This was the first transpacific mass flight of turbine-powered transports.

AIRPORTS

SHANNON PROMOTED

A plan to establish Shannon Airport, Ireland, as a freight hub for Europe and points east and south, was discussed in Chicago by Sean G. Ronan, Irish consul in that city. The plan was first proposed in an exclusive article published in *Air Transportation* (see December, 1957 issue, Page 10, *Will Shannon Airport Be in Trouble?*). A delegation representing the Shannon Airport Development Authority, John C. Lynch and Joseph McElgunn, reported that the Irish Government's program included grants up to £50,000 (\$140,000) for plant construction, low-cost land

FAST JET-PROP VISCOUNTS



for Specialized
Cargoes to

LIMA

GUAYAQUIL

MANAGUA

See your freight forwarder or call:



NEW YORK

1270 Avenue of the Americas
CI 7-8181

MIAMI 14 N.E. 3rd Ave., FR 7-1696
MANAGUA Gran Hotel, Managua 2451

rentals, and tax exemption on profits. These are only some of the incentives designed to attract American businesses to Shannon.

In New York, Cyril Count McCormack, United States director of the Irish Industrial Development Authority, and Brendan O'Regan, chief executive of the Shannon Free Port Development Authority, participated in a similar promotional luncheon given by John M. Conway, Ireland's consul general. Count McCormack announced that permanent headquarters in New York had been set up by the Irish Industrial Development Authority. O'Regan indicated that his country initially is seeking "such industries as cosmetics, pharmaceuticals, electronics, frozen food packaging, apparel, confections, machines, spare parts, and light aircraft to find a favorable economic climate for operations within the Shannon Free Port area." He pointed out that the geographical location of Shannon "provides a unique opportunity for combined sea-air distribution."

SEATTLE SLUMP CONTINUES

Air freight and air express continued to drop at Seattle-Tacoma International Airport, as indicated by figures released for the month of February. Freight dropped 2%—from 2,012,632 pounds in February, 1957, to 1,976,944 pounds in February, 1958. At the same time, air express fell 17%—from 215,168 pounds to 178,019 pounds. Air mail, with 1,623,126 pounds as against 1,524,349 pounds, rose 7%.

NEW YORK CARGO CLIMBS

The Port of New York Authority in its annual report covering operations at three of its four airports—New York Interna-

tional, La Guardia, and Newark, announced that overseas cargo airlifted in 1957 increased 20.9% over the 1956 total, while domestic cargo rose 7.6%. Domestic air mail weight was 8.1% above the 1956 total, and international air mail was 6.2% higher. Following are the airport-by-airport records:

New York International			
	1957	1956	% Change
Cargo (Pounds)			
Domestic	98,490,900	79,171,000	+24.4
Overseas	62,476,100	52,031,500	+20.1
Total	160,967,000	131,202,600	+22.7
Mail (Pounds)			
Domestic	24,279,400	21,648,300	+12.2
Overseas	20,807,800	19,563,400	+6.3
Total	45,087,100	41,211,700	+9.4

La Guardia			
	1957	1956	% Change
Cargo (Pounds)			
Domestic	92,401,400	96,009,400	-3.8
Overseas	55,000	106,000	-48.2
Total	92,456,400	96,115,600	-3.8
Mail (Pounds)			
Domestic	41,560,000	40,388,900	+2.9
Overseas	25,300	44,600	-43.3
Total	41,586,100	40,433,500	+2.9

Newark			
	1957	1956	% Change
Cargo (Pounds)			
Domestic	90,271,100	88,167,800	+2.4
Overseas		10,000	
Total	90,271,100	88,177,800	+2.4
Mail (Pounds)			
Domestic	13,257,400	11,151,900	+18.9
Overseas			
Total	12,257,400	11,151,900	+18.9

All Airports			
	1957	1956	% Change
Cargo (Pounds)			
Domestic	291,512,600	270,980,800	+7.6
Overseas	62,531,100	52,147,700	+20.4
Total	354,043,700	323,128,500	+9.6
Mail (Pounds)			
Domestic	79,097,800	73,189,100	+8.1
Overseas	20,833,100	19,608,000	+6.2
Total	99,930,900	92,797,100	+7.7

FORWARDERS

FILMS AT AFFA SESSION

When members of the Air Freight Forwarders Association convene April 29 to elect new officers and directors (see Page 10), they will view two films of Lockheed's propjet airfreighter, *Hercules*, which recently was released for sale to the commercial airlines. The meeting will take place at the Wings Club, Hotel Biltmore, New York.

BELGIAN FORWARDERS' DAY

According to F. Gysens, director of the Belgian Federation of Forwarding Agents, the annual Forwarding Agents' Day, which this year falls on June 28, will adhere to the following program:

10:30 a.m.—Meeting in the Congress Hall of the Brussels Universal Exhibition.

12:00—Luncheon and visit to the Exhibition.

6:30 p.m.—Reception in the Congress Hall.

7:00 p.m.—Banquet celebrating the tenth anniversary of the postwar renewal of activities of the organization (founded in 1911).

MAYERS GO ABROAD



Shown here are Mr. and Mrs. Chester M. Mayer prior to departure from New York to Europe via KLM. Mayer, founder and chairman of the board of Air Express International Corp., planned to visit 20 AEI agency offices throughout Europe during journey of seven weeks.

BRAUTMAN IS BACK

Morton Brautman, president of Pan-Maritime Cargo Service, Inc., recently returned to New York headquarters following an inspection tour of the firm's facilities in Costa Rica and Panama. I. Rosenberg, supervisor of traffic and operations, who accompanied Brautman, moved on to South America where he conferred with cargo sales agents in Ecuador, Peru, and Chile, and visited PMCS's Buenos Aires branch office.

Brautman

Brautman serves as secretary of the Air Freight Forwarders Association.

BERNACKI EXPANDS

Peter A. Bernacki, Inc., expanding its operations, has opened new offices in New Orleans and Miami. The New Orleans facility, at Moisant International Airport, is managed by Cliff Tallman, formerly associated with Aviateca. Earlier Bernacki had opened a branch office at Miami International Airport, headed by Ben Fulgenzi, previously with TAN Airlines. Headquarters of the company are in Philadelphia, with the bulk of its air freight activities handled by the New York office.



Bernacki

CAB

MORE AIRLIFT TO FLORIDA

Action by the Civil Aeronautics Board has given shippers more air routes to Florida from Eastern and Midwest cities. The awards are:

Route	Airline
Chicago-Florida	Northwest
Detroit-Florida	Delta
St. Louis-Florida	TWA
Buffalo/Cleveland/Pittsburgh-Florida	Capital

RIDDLE ASK MORE MAIL PAY

George L. Giles, president of Riddle Airlines, who is seeking a temporary increase in mail pay "until present depressed economic conditions improve," told the Civil Aeronautics Board that it is not the intent of the Civil Aeronautics Act to have the CAB "stand by in witness of the quiet expiration of the certificated all-cargo industry carrier by carrier." This was an allusion to the recent closing down of Slick Airways' common carriage operations because of severe operational losses (AT; March, 1958; Page 28).

Giles told the Board that the management of his company was confident that Riddle "can be brought to an economic point, but management cannot achieve this goal and overcome the effects of the present recession at the same time." Saying that there had been precedents of cargo-only operations being assisted by mail, the all-cargo airline head pointed out that "Riddle, like the rest of the nation, is suffering a serious recession in traffic." Riddle required temporary assistance from the CAB, he said, in order to permit it to "ride out the storm."

As the largest north-south air cargo carrier in the country, Riddle is a vital factor in the national defense program, Giles asserted. He called it "unthinkable" that the Board would permit the air freight industry, currently faced with a critical situation, to withhold temporary assistance when it is within its power to grant it.

IATA CARGO RATES OK'D

The Civil Aeronautics Board has approved two additional rates adopted by the Joint Conference 1-2, International Air Transport Association. These are:

Item No. 9008: Imitation Jewelry, Fancy Novelties, Ornaments, Excluding Watches and Clocks. Proposed rate \$1.35 per kilogram; minimum weight, 45 kilograms, from Milan to Montreal.

Item No. 4300: Business and Office Machinery, N.E.S. Proposed rate: \$1.36 per kilogram; minimum weight, 45 kilograms, from London to Montreal.

RULINGS ON JOINT LOADING

Immediately following is the official text of the Civil Aeronautics Board's opinion and order, *Prohibition of Use of Services of Sales or Cargo Agents and Prescription of Joint Loading Practices*, made effective April 13:

"This amendment, originally published in the Federal Register as a notice of proposed rule making on March 29, 1957, (22 FR 2087) and circulated as Draft Release No. 85, dated March 26, 1957, prohibits air freight forwarders from consigning their shipments to agents of the underlying direct air carrier, defines permissible joint loading practices and requires that they conform to agreements between the participating indirect air carriers, requires the filing of all joint loading agreements entered into by air freight forwarders, and requires that subclass of indirect air carriers to keep quarterly records in accordance with the provisions being incorporated in Part 249 by a contemporaneous amendment thereto.

"The Board finds that the prohibition against air freight forwarders consigning their shipments through intermediaries who receive commissions from direct air carriers is necessary to protect sound economic conditions (section 2(b) of the Act) in

(Continued on Page 32)

CONGRATULATIONS

AIRLINES

Allegheny: Peter D. Brennan named assistant to the vice president of traffic and sales.

American: William J. Hogan and Charles A. Rheinstrom appointed directors. Hogan is executive vice president, finance and planning. Rheinstrom recently joined as executive vice president-sales.

Continental: Roger Ringler, former district sales manager at Dallas, elevated to sales promotion manager . . . Brad P. Bartow, manager-military sales, takes the newly created post of assistant general traffic manager and military liaison . . . Joseph D. Kirkpatrick becomes district sales manager at Dallas.

Flying Tiger: Reassignment of executive positions has brought six men to the following new posts: **John T. Brannigan**, manager of import sales now serving as



New Flying Tiger executives: Top—John T. Brannigan (left) and Vernon Gray. Center—John J. Walsh (left) and Jack McAdams. Bottom—William K. Fowler.



Eastern regional sales manager, headquartered in Newark. Brannigan came to Tiger in 1952 . . . **Vernon Gray**, former Philadelphia district sales manager moves into Brannigan's vacated position as manager of import sales. Gray, who has been with the all-cargo line since 1951, recently was elected president of the Norristown (Pa.) Traffic Club . . . **John J. Walsh** moves into Gray's old position in Philadelphia, giving up his former job as sales representative. He joined the airline seven years ago as an operations man . . . **Jack McAdams**, Slick Airway's Boston district sales manager, now serves in the same post for Tiger. Slick recently suspended common carriage operations . . . **William K. Fowler**, another ex-Slick executive, takes over Tiger's post of manager of air mail, air express, and military sales. He will make his headquarters in Burbank

. . . **John T. Ahern**, a third ex-Slick man, has been appointed sales representative in the Dayton area.

Northeast: The following have been appointed cargo sales representatives for the New York area: **Mrs. Anne M. Carlin**, **Robert S. Karlstein**, **Joseph M. Heaney**, **David A. Wood** and **Fred Carucci**.

Northwest: **James R. Kelly** named district sales manager at Taipei, Formosa. A veteran of almost seven years in airline sales and operations work in the Far East, he replaces **Joseph S. Sykes**, now district sales manager in Hong Kong . . . **Chris E. Muzetras** appointed administrative assistant to the vice president of sales. Previously he was supervisor of sales statistics.

Pan American: **Martin Dessau**, district cargo sales manager at Caracas, elevated to assistant district traffic and sales manager in the Venezuelan capital. He joined Pan Am in San Juan about 2½ years ago.

Riddle: **William B. Clark** upped to Western regional sales manager. His seven years in the all-cargo airline industry include experience as a sales agent, a district manager of traffic and sales, and manager of interline cargo sales. He will head the new office at Los Angeles, which has been opened to expedite air freight from the West Coast and the Pacific Northwest through interline connections with Chicago.



Clark
Riddle

TWA: **Gordon Gilmore**, vice president of public relations, elected Boss of the Year at the 9th Annual Boss Night dinner and reception of the New York City Chapter of the National Secretaries Association (International). Miss Marge Potock has been his secretary for 10 years.

FOREIGN AIRLINES

Alitalia: **Fabrizio Serena** heads the North American management team as United States general manager. The son of a diplomat, he prefers not to use his family title. He has previously served as the airline's representative in Caracas for four years; in the prior six years he represented KLM and TWA in Rome . . . Serv-



Serena
Fusco
Alitalia executives

ing under Serena is **Claude Fusco**, appointed general traffic and sales manager for North American operations. The first 10 years of Fusco's 17 years in air travel were spent with Pan Am. He has been active in the International Air Transport Association since its formation . . . **John J.**

AN OSCAR FOR WINKLER



The first cargo sales representative to win National Airlines' coveted Salesman of the Year award, **Peter Winkler** (left) is shown receiving Oscar from **Gilbert W. Paul**, NAL assistant vice president, at the airline's recent Spring-Summer sales meeting in New York. Winkler covers New York City shippers.

Panella, former secretary of the Agency Committee of IATA's Traffic Conference, becomes manager of Alitalia agency and interline sales for the United States . . . **Guido Vittori** named advertising and public relations director of the Italian State Tourist Office (ENIT), he is a lawyer by training . . . **Franco M. Fougier** comes to New York to be district sales manager, from Beverly Hills where he served the predecessor company. He is the son of an Air Force general and former Under-Secretary of State.

Irish: **Patrick J. Brennan** elevated to head of the commercial division. A former active lawyer, he joined Aer Lingus in 1946.

Lufthansa: **Dimitter Petroff** named Caribbean sales manager. He was previously with the Enforcement Division of IATA.

INDUSTRIAL SHIPPERS

Chun King Frozen Foods Corp.: **Thomas E. Kiley**, traffic analyst for the Minute Maid Corp., Orlando, Fla., named director of transportation for Chun King. Prior to his last association, he served as assistant general traffic manager, Libby, McNeill & Libby; and traffic manager, Fiddes Moore & Co.

Yale & Towne Manufacturing Co.: **Howard MacDonald** succeeds **Charles G. Krips**, retired, as superintendent of shipping and traffic.

Goldblatt Brothers, Inc.: **Arnold P. Silver**, for the past seven years assistant general traffic manager of the Chicago firm, upped to general traffic manager.

Crystal Tissue Co.: **Ralph L. Chamberlain** succeeds the late **George A. Popp** as traffic and service manager of the Middleton, Ohio, company.

Universal-Cyclops Steel Corp.: **K. W. Fleek** appointed traffic supervisor of the Titusville, Pa., plant.

Temco Aircraft Corp.: **George F. Carr** succeeds the late **C. A. Wilson** as traffic manager. Prior to his association Carr was with **Sears, Roebuck & Co.** and the North American Aviation Co.

General Motors Corp.: **Francis S. Kelley** replaces **E. C. Lindoff** as traffic manager of the Framingham (Mass.) plant of the Buick-Oldsmobile-Pontiac Division. Kelley, who joined BOP just 10 years ago as a senior clerk at the Framingham plant, has served in various positions.

HANDLING EQUIPMENT

Hyster: The following new regional managers have been appointed: **John B. Hall**, Eastern region; **Jack Greer**, Midwest region; **Donald Shaffer**, Western region; **Robert W. Hill**, Southern region. . . . **Fred F. Welch** becomes manager of the sales and service division at Portland, Oregon. He was formerly San Francisco manager. . . . **Frank Burdell** joins the sales staff of the export department in Peoria.

Yale & Towne: Roy Perler promoted to Eastern regional sales manager. For the past five years he has served as a senior salesman in the New York sales and service branch.

CLUB NEWS

Eastern Industrial Traffic League, Inc.: The following traffic executives were honored guests at EITL's annual luncheon last month: **A. E. Stude**, president, Traffic Club of Baltimore; **Francis C. Grant**, president, Propeller Club; **L. W. Higgins**, president, Maryland Motor Truck; **J. E. Stanton**, executive director, Maryland Port Authority; **G. H. Pounder**, executive vice president, Baltimore Association of Commerce; and **Ted Alfried**, executive vice president, Middle Atlantic Conference. EITL's arrangements committee was composed of **Linwood L. Pitt**, traffic manager, McCormick Co.; **Robert Smith**, traffic manager, Davison Chemical Co.; and **J. Victor Culler**, Maryland Port Authority.

Traffic Club of Minneapolis: The club's golf outing and annual griddle cake dinner have been set respectively for May 12 and May 19.

San Francisco Traffic Club: The club holds its seventh annual golf tournament June 21 at the Sonoma Golf and Country Club, Boyes Hot Springs, Calif.

Women's Traffic Club of Richmond (Va.): Ruth Gail Conger, assistant to the board chairman of Associated Transport, Inc., addressed the club on the subject, *Getting Ahead in Traffic and Transportation*.

Mobile Traffic & Transportation Club: May 13 is the date of the club's barbecue. A golf tournament has been scheduled for June 10 and a shrimp dinner July 8.

El Paso Traffic Club: Members and guests recently viewed the excellent film on air transportation, *Mr. Withers Stops the Clock*. Continental Airlines' sales representative, Howard Berg, addressed the club.

Export Managers Club of Chicago: The annual meeting and election of officers for the fiscal year beginning July 1 will be held May 8 in the La Salle Hotel, Chicago. Heading the Nominating Committee is **John E. Lonn**, foreign freight sales manager, New York Central System. Serving with Lonn are: **James E. Burke** (Stewart-Warner Corp.); **Julio Carillo** (F. & B. Manufacturing Co.); **Robert L. Cutler** (The Buchen Co.); **B. W. Darrah** (B. W. Darrah, Inc.); **Norman G. Jensen** (Cosmos Shipping Co., Inc. of Illinois); **E. E. Kantenwein** (Grace Line, Inc.); **G. E. Keidel** (American National Bank & Trust Co.); **George A. Kemp** (Armour & Co.); **Andre Mouton** (Port of New Orleans); **W. E. Pfeifer** (Engineering Equipment Co.); **J. W. Schwenger** (Acme Steel Co.).

FACTS & FIGURES

U. S. AIRLINES

American: A total of \$18,363,912 freight revenue is reported for the year 1957, resulting from 86,063,699 ton-miles flown that year. Freight revenue was a sharp increase from the 1956 total when \$15,177,190 were earned. Express revenue, at \$3,195,891, dropped from the previous year's total of \$3,985,678. Express ton-mileage reported for last year was 9,003,998. Mail revenue showed a slight decline—from \$6,885,754 in 1956, to \$6,884,870 in 1957.

Seaboard & Western: Total operating revenues last year were \$22,095,541, of which \$7,277,019 were from freight opera-

tions, and the balance from special flights, charters, etc. The 1956 operating revenues were \$18,766,483. Fiscal 1957 ended with a loss of \$401,554.

FOREIGN AIRLINES

BEA: Freight ton-miles registered in January reached 713,900, an increase of 1.4% over the 704,300 ton-miles flown in the same month a year ago.

AIR FREIGHT FORWARDERS

Emery Air Freight: Gains of 18% in both revenues and earnings are reported for the year 1957. Calling the year the best in its 11-year history, Emery said that it had produced \$10,959,000 revenue last year as against \$9,302,000 in 1956. Net earnings for 1957 were \$670,000 (95¢ per share), in contrast to \$567,000 (82¢ per share) the previous year.

RULINGS ON JOINT LOADING

(Continued from Page 30)

the air cargo business. The principal economic function of air cargo or sales agents is to persuade potential shippers to use air transportation and to represent the interest of a particular airline by soliciting customers for its services. However, air freight forwarders are compelled to utilize the service of a direct air carrier. Furthermore, forwarders have a basic obligation to promote the interest of the shipper in the expeditious routing and handling of the goods consigned to their care. Thus, it is equally inherent in the nature of the services performed by forwarders that they select the most suitable direct air carrier. Consequently, there does not appear to be any demonstrable need for air freight forwarders to utilize the services of such agents.

"Normally, the dilution of air freight revenues earned by direct air carriers resulting from the payment of commissions to agents is justified by a positive contribution to the development of cargo traffic and the welfare of the particular air line involved made by these agents. It is the function of a sales or cargo agent acting on behalf of a direct air carrier to act as the sales and traffic representative of his principal by generating new business and relieving the operating departments of the airline from expenses which would otherwise be directly incurred in soliciting and handling cargo shipments. Where, however, the shipment concerned is consigned by an air freight forwarder, these very services have already been performed in the discharge of the forwarder's own traffic generating functions. Viewed in this light, it appears that direct air carriers would be reluctant to authorize such agents to handle shipments generated by air freight forwarders. Nevertheless, informal investigations have disclosed instances where due to strong competitive pressures, direct air carriers were compelled to pay to cargo agents commissions on shipments originated by air freight forwarders as a condition of obtaining the business of the particular freight forwarder. As a result, the total air freight revenues of direct air carriers are reduced without any corresponding enhancement of such revenues resulting from useful services performed by the cargo or sales agents with respect to this class of traffic. In addition, instances have come to the Board's attention of forwarders handling their shipments through agents who have no other customers or through agents who are trucking companies performing pickup and delivery services for the particular forwarder concerned, in or-

der to force the direct carrier to pay commissions to such agents.

"The forwarders themselves are intermediaries between the original shippers and the ultimate carriers, and it therefore appears uneconomical to burden traffic which moves through forwarders with a second layer of intermediaries at the expense of the direct air carriers. The purposes for which direct air carriers incur the expense of using agents are not applicable to forwarders' shipments, and the statutory policy of economical service by air carriers (section 2(c)) militates against subjecting any cargo automatically, or without sufficient economic justification, to the burden of commission payments to cargo or sales agents. The reduction of air freight revenues resulting from payment of such commissions on forwarder traffic is detrimental to the maintenance of a sound rate structure. Furthermore, the unwarranted leverage afforded forwarders due to the intense competition for their business between agents of direct air carriers tends to result in the use by the agents of part of their commissions for granting direct or indirect benefits to forwarders. This practice not only constitutes a form of rebating but is inconsistent with the policy against forwarders acting as agents for direct air carrier, Section 296.3(a). These considerations apply to forwarder shipments whether or not they are consolidated shipments. Accordingly, in order to fully achieve the Board's expressed objective, this amendment prohibits a freight forwarder from tendering 'any' shipment to an agent of the underlying direct air carrier.

"The Board does not believe that cooperative shippers associations should be similarly enjoined at this time from utilizing the services of agents of a direct air carrier, since there is no indication that these associations are engaging in such activities. However, should evidence of such activity come to the attention of the Board, the matter may be further considered in public rule making procedures.

"Under the existing Part 296, joint loading practices are not restricted to a particular type of shipment. However, the definition of joint loading proposed in Draft Release No. 85, would have permitted only the joint loading of consolidated shipments. This restriction was proposed on the assumption that it would be an uncommon situation when an indirect air carrier would choose to joint load single shipments. Upon reconsideration, however, the Board believes it inappropriate that

such an assumption should be relied upon as the basis for restricting the existing scope of permissible joint loading. It is, therefore, deleting the word "consolidated" from the definition of joint loading in section 296.1(c) so as to permit single, as well as consolidated, shipments to be joint loaded and delivered to a direct air carrier for transportation as one shipment.

"In addition to the foregoing changes, the record retention provisions as originally proposed in section 296.70 are revised so as not to require a tabulation of the joint shipments in which a freight forwarder participated.

"Interested persons have been afforded opportunity to participate in the formulation of this amendment, and due consideration has been given to all relevant matter presented.

"In consideration of the foregoing, the Civil Aeronautics Board hereby amends Part 296 of the Economic Regulations (14 CFR Ch. I) effective April 23, 1958, as follows:"

1. By adding a new subsection (c) to section 296.1 to read as follows:

(c) "Joint Loading" means an agreement between two or more indirect air carriers of the same subclassification, which provides for the pooling of shipments and their delivery to a direct air carrier for transportation as one shipment in accordance with the filed tariff rules of such direct air carrier.

2. By amending the first proviso of section 296.11 to read as follows:

Provided, however, That the provisions of sections 403 and 404 shall not be applicable insofar as they would otherwise prohibit any air freight forwarder from engaging in joint loading, as defined in section 296.1(c).

3. By replacing the first proviso of section 296.12 by the following two provisos:

Provided, however, That cooperative shippers associations shall remain subject to the requirements of sections 403 and 404 of the Act insofar as they engage in joint loading except as defined in section 296.1(c).

Provided, further, however, That cooperative shippers associations are hereby relieved from the requirements of section 412 of the Act insofar as agreements relate to joint loading as defined in section 296.1(c).

4. By adding a new section 296.40 to Subpart E, to read as follows:

296.40—*Prohibition on Use of Agents of Direct Air Carriers.* No air freight forwarder shall tender any shipment for transportation, wholly or partially by air, to any cargo agent or sales agent of any direct air carrier or to any other intermediary receiving a commission on such shipments from the direct air carrier. Nor shall any air freight forwarder tender any shipment to the direct air carrier for the account of, or on behalf of, any cargo agent, sales agent, or any other intermediary. The payment of a commission, by the direct air carrier to such agent or intermediary, shall be *prima facie* evidence of the violation of this prohibition by the air freight forwarder concerned in all proceedings before the Board conducted under the authority of sections 1002(a), (b) and (c) of the Act.

5. By adding a new Subpart H to read as follows:

SUBPART H—RETENTION OF AIR FREIGHT FORWARDER RECORDS

296.70—*Records Required to be Kept by Joint Loading Forwarders.* Each air freight forwarder engaged in any form of joint loading shall retain records in accordance with the provisions of section 249.10(c) of this subchapter.

The Board also made the following decision with respect to Preservation of Joint Loading Records by Air Freight Forwarders effective, April 23:

"Contemporaneously herewith, the Board is amending Part 296 of the Economic Regulations to require air freight forwarders engaged in joint loading, *inter alia*, to keep certain records in accordance with the requirements to be set forth in section 249.10(c) of Part 249. In its notice of proposed rule making (22 FR 2087) the

Board had indicated that this new record retention requirement would appear in Part 296. However, upon reconsideration the Board has determined that it would be more appropriate to incorporate the specific requirements in the regulation presently containing the other requirements for the preservation of records by air freight forwarders. Accordingly, this amendment to Part 249 is being adopted to eliminate dispersion of record retention requirements applicable to the same class of air carriers.

"Inasmuch as interested persons have been afforded an opportunity to comment on the substance of this change in connection with the aforementioned amendment to Part 296, the Board finds that further notice and public procedure hereon are unnecessary.

In consideration of the foregoing, the Civil Aeronautics Board hereby amends Part 249 of the Economic Regulations effective April 23, 1958, as follows:

1. By amending section 249.10 by adding a paragraph (c) to read as follows:

249.10 *Time for preservation of records by air freight forwarders.*

(c) All air freight forwarders engaged in any form of joint loading shall maintain and preserve, for a period of two years subsequent to the expiration of each calendar quarter during which one or more joint loaded shipments were made, records showing for each shipment:

(i) The identity of all other participating air freight forwarders contributing freight to the shipment.

(ii) The total poundage of the shipment.

(iii) The poundage which it contributed to the total poundage of the shipment.

(iv) The direct air carrier to whom the shipment was consigned for transportation.

(v) The total amount of the charges made by the direct air carrier on the shipment for transportation and other services rendered.

(vi) The total amount of such charges which it paid.

(vii) The point of origin and the point of destination of the shipment.

AFFA NOMINATIONS

(Continued from Page 10)

John D. McPherson (Airborne Freight Corp.), Martin Shulman (Shulman, Inc.), Norman Barnett (Barnett International Forwarders, Inc.), and Sidney Krep (American Shippers, Inc.). Elected directors respectively will serve one-, two-, three-, and four-year terms.

In his letter turning down the opportunity to serve as AFFA president for a second year, Seitel wrote

"After much consideration and deliberation, relative to my nomination for the office of the president of the Air Freight Forwarders Association, and weighing the pros and cons involved, I feel that in all fairness to the members of the association, to my firm, to myself, and to the industry as a whole, I must decline the nomination.

"It has been a pleasure and a privilege to have served the association for the past year as president, but I strongly feel that at this early stage of development, it is for the greater benefit of all parties to have a diversification at the helm of the organization to enable the organization to enjoy a broader scope and more varied approach to the problems which beset it.

"While I regretfully decline the nomination, I proudly look back on the past year, and hopefully look ahead to the coming year when the Air Freight Forwarders Association, with a new man as president, continues to progress in the industry, and is able to present to the public a more unified and cohesive group for the mutual betterment of the public, the airlines, and ourselves."

BOOKS

Going to Britain? Isabel Whittier's *Some Historical Cities in the British Isles* (Pageant Press; 173 pages; \$3.00) provides interesting descriptions and background of more than two dozen cities there. Includes photographs. Handy volume to have on your trip or in your travel library . . . if you are familiar with Sydney Clark's *All the Best* series, you will naturally expect top-flight coverage in his newest guide book, *All the Best in Japan* (Dodd, Mead & Co.; 305 pages; \$4.95). This volume, which includes Manila, Hong Kong, and Macao, does nothing to mar Clark's deserved reputation. As always before, Clark entertains as he channels his information. If you mean to visit Japan, for business or pleasure or both, pick up a copy of *All the Best in Japan*—quick!

Morris L. West has brought several hard-hitting ideas to his suspenseful novel, *Backlash* (William Morrow & Co.; 281 pages; \$3.50). Here's a rattling good adventure story which takes place in the Austrian Alps at the beginning of the post-World War II occupation. Major Hanlon's search for his sergeant's slayer and the ensuing human complications are handled tautly and with admirable pace by Morris West . . . Francis Recchia's first novel, *The Living and the Daring* (Pageant Press; 428 pages; \$4.00) has as its setting the span of years between the rise and fall of Fascist Italy. This is a routine work on a theme he knows—at least partly—from firsthand experience.

In *Economic Development* (McGraw-Hill Book Co., Inc.; 325 pages; \$6.50), Charles F. Kindleberger presents a candid picture of modern economic development as it is today. Treating his thesis broadly, Professor Kindleberger, who admits his book is "based exclusively on armchair research," does an excellent job in offering the reader various theoretical bases of the subject as well as treatment of all facets of economic development. *Britain and Europe* (Economist Intelligence Unit Ltd.; 299 pages; \$2.10) represents the first attempt by an independent organization to analyze the effect on Britain industry of the European Common Market with or without a free trade area in which Britain would be the leading participant. Includes map and 40 full-page charts.

They Came to Cordura (Random House; 213 pages; \$3.50), by Glendon Swarthout, is a novel based on the Punitive Expedition in 1916 against the Mexican revolutionist, Francisco Villa. The principal characters are fictional. Major Thorn, Awards Officer, is detailed to escort five cavalrymen cited to receive the Medal of Honor to the safety of Cordura. With them he takes a female prisoner. Hired guilty of a previous act of gross cowardice, Thorn worships the men for their bravery, though the long hard trek proves each to be worthless and some to be utterly bestial; Thorn alone emerges as a fine and brave man. The book is written with brilliance and a sort of hard-hitting economy that makes one almost gasp. It is absolutely first class. . . . *A Time to Be Happy* (Alfred A. Knopf; 274 pages; \$3.95), by Nayantara Sahgal, is a well-written novel about people of the upper middle class in the India that was seeking, finding, and then trying independence. Mrs. Sahgal is herself an Indian who was educated at a British school in India and then in England. She thus knows and understands both worlds. But somehow the story doesn't quite seem to know where it's going, and therefore it never gets there. A pity, because Nayantara Sahgal can certainly write.

AN FITTINGS & HARDWARE

Stainless, Aluminum, Brass, Steel—All sizes—immediate delivery from world's largest stock. Buy direct from manufacturer. Lower prices, quicker service. Send for free wall charts showing complete lines of AN & MS fittings and hardware. We also machine parts to your own special print.

COLLINS ENGINEERING CORPORATION

8650 Washington Blvd., Culver City, California



The numbered paragraphs on this page correspond with the numbers appearing in the prepaid order card attached here for your convenience. To order one or more pieces of literature, or other types of materials, at absolutely no charge to you or your firm, just encircle the corresponding number in the order card, fill in the required information, and mail it in. Air Transportation will do the rest of the job.

25 *AEI Cargo News*, a lively little newspaper published by an internationally known air freight forwarding firm, which offers shippers of all types of products various hints on how to move their goods expeditiously and economically. Aimed at all those concerned with efficient shipping—the president, vice president, comptroller, purchasing agent, traffic manager, etc.

26 *A Question of Distribution*, TWA's digest version of the excellent Harvard study, *The Role of Air Freight in Physical Distribution*. Makes valuable reading.

27 Here are a couple of illustrated brochures detailing what is claimed to be the "first practical shipping container for air cargo operations." This is a collapsible aluminum shipping container, designed to meet air freight's weight, cost, and space requirements.

28 New revised edition of *29 Timely Mailing Tips*, a valuable booklet designed to help you speed delivery of your mail and reduce mailing and postage costs. Also brings you up-to-date postal changes.

29 Four-page folder illustrating and describing the Elwell-Parker Model F-38T3, 3,000-pound capacity, electric-powered fork truck.

30 *Operator's Guide*, a profusely illustrated and conveniently indexed book which gives information on lift truck construction, operation, maintenance, as well as helpful data on handling and stacking techniques.

31 *Petiquette*, an informative booklet on the shipment of dog shipments to overseas points. Pan American World Airways, which is offering this booklet, has covered reservations, documents, how to pack dog food, the best kind of kennel for air travel, quarantine rules, customs, etc.

32 Cutaway brochures describing the Yale *Workaver* line of rider-walkie industrial trucks. An effective and interesting presentation of the line.

New Items This Month

It is the policy of the editors to retain each *Come 'n' Get It* item for a period of three months.

The items added this month are numbers 44 to 51, inclusive.

33 Descriptive brochure on a versatile corrugated paper pallet which is described as being collapsible and expendable. Can be assembled in one minute.

34 Sample copy of *The American Import & Export Bulletin*, monthly magazine devoted to news and information directed at those engaged in international trade. Includes latest customs regulations and revisions, import and export opportunities, statistics, port data, etc.

35 Groups wishing to borrow free of charge a beautiful travelogue on Ireland are advised to circle this number. The film, *Irish Holiday*, is in full color and sound. Running time: 27 minutes.

36 Here's another Irish film available on free loan, this one devoted to Erin's capital. It's *Dublin's Fair City*, likewise in full color and sound. Running time: 30 minutes.

37 Illustrated folder which describes a new corrugated interior packing material. This material features a coating of pressure sensitive adhesive on the tips of the exposed corrugations which anchor a product in place, cushioning it against shock and damage.

38 Sixteen-page brochure in color which provides complete information on the new Hyster 6,000-, 7,000-, and 8,000-pound capacity *Space Saver* cushion-tired industrial trucks. This brochure includes list of attachments available, operating specifications, and a variety of cutaway drawings.

39 Having problems with the handling of cylindrical loads (such as drums, kegs, bales, etc.)? We suggest you read Hyster's new information bulletin on its Load-Grab clamp for industrial trucks, designed for just this purpose.

40 A transatlantic airline is offering an attractive brochure which lists all the international trade fairs and exhibitions taking place in Europe this year. Gives details of the events, nearly half of which take place in Germany.

41 *How to Specify Corrugated Boxes*, an excellent 36-page booklet produced by Hinde & Dauch, is out in a new edition. In it are discussed, with illustrations, conventional types of corrugated board. Covered here are seven basic box styles and 60 corrugated packing devices used for product protection. The booklet also includes shipping rules and regulations, product examination, packing and shipping methods, etc.

42 Kimberly-Clark Corporation has produced a new 12-page manual for those interested in the interior packaging of products for shipment. This enlightening manual features more than 60 photographs and drawings which show various types of packaging materials, including the firm's own compressed Kim-pak.

43 Comprehensive tariff of Airways Parcel Post International, Inc., which details rates, charges, rules, and regulations covering expedited international air parcel post shipments in which this firm specializes. Door-to-door rates computed in half-pound increments, from the United States to points in every part of the world.

44 Literature on the Power-Pac, a new unit designed to cut stencils with air power. These are designed to fit all Ideal stencil machines.

45 Complete information on the A4 Pneumatic Steelstrapper, the first fully powered tool offered in the steel strapping industry. This new tool combines tensioning, sealing, and cutting.

46 *Air Cargo Today*, an attractive brochure, illustrated with photographs, which emphasizes the various cargo services of United Air Lines. Includes an interesting large-size cutaway drawing of United's DC-6A *Cargoliner* showing how cargo is loaded and how and where it is stowed.

47 New question-and-answer type catalog on Hyster's Space Saver 30-40-50 lift trucks. These industrial trucks, of 3,000- to 5,000-pound capacity, are designed for operations where space is tight and maximum maneuverability is of the utmost importance.

48 Need blotters for your desk? Here's an unusual type which features the BOAC-Qantas transpacific cargo rates between (a) New York and key points in Australia, New Zealand, Fiji, and Asia; and (b) from Sydney, Auckland, and Nandi to off-line points in the South Pacific. Handy to have around.

49 Compact little folder which details Qantas' air cargo rates between 52 United States and Canadian points and Sydney, Melbourne, Auckland, Nandi, and Singapore.

50 *Golden Hints for Going Places*, latest revised edition of a folder giving foreign currency valuations and regulations.

51 Complete information on the new Parcelair service of American Shippers, Inc. This new method of expediting parcels up to 40 pounds each, is designed for domestic shippers only. Reputed to offer guarantee one- to three-day service to any part of the nation at shipping costs below those for air express, air freight, and air parcel post.

Air Cargo Films Available Free

Readers of *Air Transportation* may borrow without cost to them any or all of the sound motion picture films listed below. Each film is concerned with air cargo. It will be loaned with the understanding that it will be presented before industrial traffic or business groups.

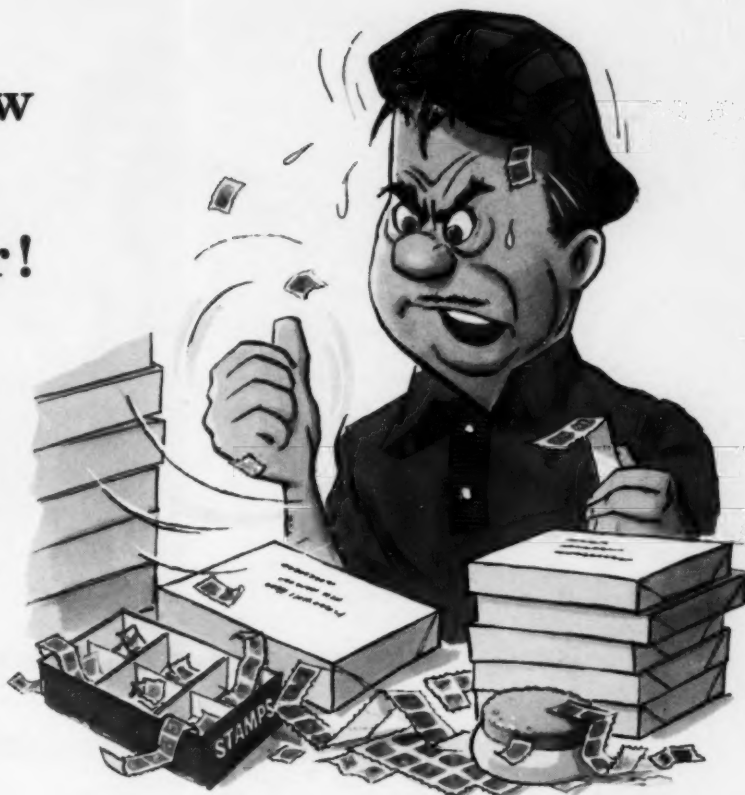
To receive one or more films, circle the appropriate key number on the prepaid postal card bound into this issue.

Key No.	Title	Produced For	Color or Black & White	Running Time
221	Winged Cargoes	BOAC	C	15 min
222	Winged Profits	KLM	C	28 "
223	Air Freight	KLM	BW	13 "
224	The World—Your Market Place	Pan American	BW	22 "
225	In Your Hands	Pan American	BW	17 "
226	Air Van to Europe	Seaboard & Western	BW	15 "
227	Ship the Best Way	United	C	28 "

And that's how we got our postage meter!

The boss, a shipper of the old school, came up the hard way and thinks everybody else should. Great believer in elbow grease, and positively pooh-poohed a postage meter. Until—

One rush Saturday, the flu hit our place and both our shippers didn't show — so the boss comes back off his golf course to get out the parcel post himself, personal. And brother — did he get fouled up! A week later we had our new postage meter. Now, the boss acts as if he invented it!



With a postage meter you can cut parcel mailing time in half. You print postage in any amount, as you need it, for any package, on special gummed tape delivered moistened or dry, as desired.



Modern metered parcel mailing saves time, money and postage.

You get rid of adhesive stamps and stamp sticking, no longer have to separate, select and moisten stamps, or keep them under lock and key. You always have the right stamp—and have a lot less money tied up in loose postage. And most users find they actually save postage as well!

The postoffice sets the meter for as much postage as you want to buy. Postage in the meter is protected at all times from loss, damage, misuse — and is automatically

accounted for. Metered parcel post requires less processing — and time — in the postoffice; often catches earlier mail trains and planes. The dated meter stamp shows the date the parcel was mailed. And the same meter will stamp and seal your letters!

If you don't have a meter, call the nearest Pitney-Bowes office. Or send the coupon for a helpful free illustrated booklet entitled "Some Eye-Opening Facts about Parcel Post."

FREE: Handy desk or wall chart of postal rates, with parcel post map and zone finder.



PITNEY-BOWES

Postage Meter

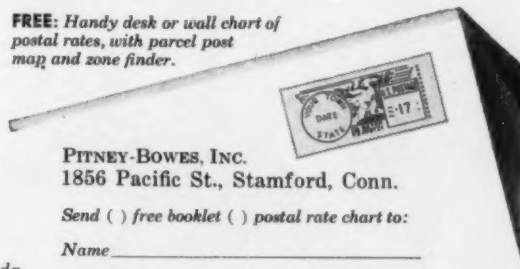
Pitney-Bowes, Inc., Stamford, Conn....leading maker of mailing machines...offices in 107 cities in U.S. and Canada

PITNEY-BOWES, INC.
1856 Pacific St., Stamford, Conn.

Send () free booklet () postal rate chart to:

Name _____

Address _____



**Underseas speedway for
your overseas messages**



For swiftest, surest service, always mark your messages

“Via Western Union Cables”